

## Field Service Rep

**Department:** Sales

**Locations:** NY/CT/NJ

**Position Type:** Full Time

**Travel:** Up to 100%

**Date:** December 8, 2021

### **JOB DESCRIPTION:**

The Field Service Rep will have two primary components:

1. Provide support in driving sales performance within a territory
2. Excellent customer and consumer satisfaction thru field activities

The FSR will work with the Independent Sales Rep to partner with retailers from a golf specialty store to a green grass golf shop to deliver the products, experiences and brand stories that make SRX/CG/XXIO the preeminent golf brand portfolio. The team of two will work to ignite the brands and accelerate sales and distribution growth well above company averages. The FSR will keenly understand consumers, the marketplaces and SRX/CG/XXIO products. They will collaborate with the Independent Sales Rep to work on Marketing, Merchandising, Trial, and Product Placement plans for each territory. Responsible for planning and executing marketing campaigns to generate new prospects and improve client retention.

### **TYPICAL DUTIES:**

Typical duties will include, but are not limited to the following:

- Ball Fitting Events - technical assistance in providing consumer recommendations on proper golf ball selection
- Wedge Clinics - conducting Scoring Clinics with local golf professionals to help wedge fit consumers
- XXIO Experience Days – provide consumer trial events at local XXIO dealer locations
- Retail Merchandising – updating brand presence at local retailers including POP, inventory, and display assembly
- Account Development - conduct sales presentations to grow product distribution within a territory
- Staff Training - conduct education and training events for dealers within a territory
- Field Updates – provide detailed updates of competitor field information and territory trends
- Weekly Call Reports – completion of weekly call reports and event scheduling

Must be able to drive a large cargo van. Must be able to perform bending, reaching and twisting motions for multiple hours per day. Must also be able to lift and carry 50+ pounds.

### **EDUCATION / SKILLS:**

- 1-3 years of Sales Experience
- Bachelor's degree preferred
- Must have golf industry, retail and/or education (i.e. PGM Program, Golf Academy) experience
- High-energy individual with strong multi-tasking, selling skills, and relationship building skills
- Passion for the Srixon/CG/XXIO brands and products
- Strong analytical and problem solving skills
- Excellence at managing multiple priorities
- Ability to work weekends and evenings