

SUMMIT
GOLF BRANDS



INDEPENDENT SALES REPRESENTATIVE
EP New York
New York MET Section
Long Island, Westchester, and Fairfield Counties

Company Overview & Job Description:

Summit Golf Brands is focused on providing the green grass channel with superior product, unique decoration methods and unparalleled customer service across multiple brands. It is the company behind four of the golf industry's leading apparel brands: Fairway & Greene, Zero Restriction, EP NY and B. Draddy.

As the Independent Sales Representative managing the EP NY ladies brand in the Met Section of NY, this person will be responsible for managing their territory's book of business, customer relationships, and all aspects of the sales process for existing and new accounts. The ideal candidate should be a self-starter with knowledge of the golf industry and a passion for golf apparel.

Reports to: Liz Keplesky, *National Sales Manager EP NY, VP Senior Client Relationships*

Role Requirements:

- Be a proud, enthusiastic, and positive EP NY representative in the marketplace
- Promoting and growing sales in your territory on an on-going basis
- Traveling your territory regularly to cultivate meaningful partnerships with wholesale partners both in season and for Pre-Book line reviews
- Develop and strengthen relationships with partners in territory
- Build trust with current and prospective business partners with thoughtful and thorough communication
- Drive revenue by acting with integrity and being well informed and client focused
- Educate buyers, corporate clients, and end consumers on products by telling the brand story
- Provide first class customer service to accounts by checking in regularly with onsite customer visits and phone communication to exceed customer expectation and proactively seek new order opportunities
- Actively pursue and capture tournament and outing business
- Assisting with key regional and national events as needed by the Company (Major Championships, Tour Events)
- Maintaining regular contact with your sales supervisor by providing consistent territory and account updates
- Continually improving market knowledge and sales techniques

- Contributing to the culture and success of Summit Golf Brands.

Education and Experience:

- Bachelor's degree with experience in golf, retail or sales
- Strong written and verbal communication skills
- Detail oriented, extremely well organized with strong time management skills
- Proficiency in Microsoft Office (Outlook, Word, Excel, PowerPoint)
- Experience with online Google products (Forms and Docs)

Estimated Start Date: June 2022