



Location: New York Met Area and New Jersey

Position Type: FULL TIME

Travel: Up to 100%

JOB DESCRIPTION:

Assist in managing, promoting, and driving sales in partnership with XXIO Dealers in a given territory or territories. The logic behind the position is both Tech and Sales based and will encompass responsibilities under technical education, sales, account management, and events within the territory or territories.

RESPONSIBILITIES:

- Assisting and supporting multiple XXIO Territory Managers to help increase our XXIO business with Authorized Dealers, enlisting additional XXIO Dealers, and promoting “trial on steroids” in all areas of the market. Promotions include, but are not limited to: XXIO Fitting Days, Experience Days, Full Set Trial events, Launch events, etc.....
- Spearheading technical product training of XXIO Dealers and staff.
- Responsible for hitting sales objectives and targets. Including but not limited to Number of Dealers, Van Sales, and Number of Trial Days.
- Accountable for operating a full-service Sprinter Type Van or comparable company-owned vehicle, which will be equipped with POP, Demo/Trial product, Experience Day needs, Trial Sets, and finished and semi-finished new product that is deliverable on-site. The individual will be expected to maintain the operation of the van, operating in a safe manner, conducting pre-set vehicle maintenance, and upholding the van in a clean and Professional manner.
- Expected to submit monthly, quarterly and yearly van/product inventory reporting.
- Responsible for setting and maintaining a weekly and monthly travel as well as updating an event and appointment schedule. The schedule should be updated daily and visible to the Direct Supervisor and any relevant Territory Managers.
- XXIO Territory Consultants will occasionally be asked to assist in other markets for periods of time. Exact locations TBD.

EDUCATION/SKILLS and EXPECTATIONS:

- 1-3 years of Sales Experience preferred
- Bachelor's degree preferred
- Golf industry, retail and/or education (i.e. PGM Program, Golf Academy) experience a plus.
- High-energy individual with strong multi-tasking, selling skills, and relationship building skills
- Strong analytical and problem solving skills
- Excellence at managing multiple priorities
- Willingness to travel
- Ability to work weekends and evenings

If interested in the position and want to learn more, please contact:

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