



Director of Sales

About Us:

Beyond being one of the largest Canadian golf and lifestyle suppliers in Canada we are proudly family owned and located in Langley, British Columbia. We have been operating for over three decades, adapting to new trends in the industry while maintaining our core values of quality, teamwork, and innovation. We operate with a “work hard, play hard” mindset, and our headquarters full of passionate people, ringing phones, a pinball machine, and golf simulator exemplifies exactly that. Our head office boasts 9,000 sf of office space, over 20,000 sf of warehouse space and employs over 35 people.

For a tour of our space, click [here](#).

About You:

First and foremost, you are a driven individual who thrives in a leadership role. You know the ins and outs of selling, advertising, and above all, managing sales operations.

You are passionate about leading and mentoring your sales teams to provide the necessary support to develop professionally and achieve set objectives. You are sales-oriented and love numbers (especially watching them grow) and are not afraid to push the limits in search of new opportunities.

You have previous experience in sales management and/or operations and are comfortable setting strategic sales goals and determining short and long-term tactics to maximize market share in each division.

Along with supporting your team of independent sales representatives, you are comfortable leading sales presentations with National Account retailers, such as Golf Town, Sport Check and Sporting Life.

You will be based out of G&G Headquarters in Langley, BC, while understanding this role will involve travel across Canada and the United States for events and tradeshow throughout the year.

Your Responsibilities:

- Manage all aspects of sales operations, including day-to day-communication, weekly performance reporting, meeting preparation, meeting execution, meeting follow-up and overall growth strategies
- Recruit, train, coach and evaluate members of the sales teams and department
- Plan, organize and supervise the work of the sales teams to achieve the objectives set by management
- Provide tools and continuous training to ensure the professional growth and performance of sales department



- Facilitate and lead national sales meetings
- Facilitate and lead seasonal appointment planning, preparation, execution, and follow-up with both sales teams and national accounts
- Facilitate and distribute weekly, monthly, quarterly, and yearly selling reports with actionable insights
- Manage and allocate the budget of the sales department
- Responsible for achieving revenue growth, market share and customer value objectives
- Establish and update sales department processes and procedures to improve department efficiency
- Analyze and monitor results and take corrective action, when necessary
- Negotiate set contracts directly with partners
- Continuously monitor market trends and competition
- Serve as a brand ambassador, product expert, and help to promote G&G's core values

Your Qualifications:

- Minimum 5 years of working experience as Sales Manager (B2B preferred)
- Bachelor's degree, preferred
- Proficient in Microsoft Office (specifically Outlook, Excel & PowerPoint)
- A winning attitude with proven track record of past performance, successes, and achievements
- Exceptional oral, written, and interpersonal skills with commanding delivery
- Ability to manage multiple projects, deadlines, and priorities in a fast-paced environment
- Team Management and positive leadership
- Good capacity in decision making and delegating
- Excellent interpersonal skills
- Ability to adapt to different environments
- Ability to prospect, negotiate and close
- Valid BC Driver's License
- Ability to travel within Canada and into the US when required with valid passport

Our Benefits:

- 3 weeks vacation
- Extended medical plan (available after 6 months)
- Group RRSP-match program (available after 1 year)
- Employee discount on all the brands we sell
- Team building activities & amenity room on site
- In-house gym

Job Details:

Job Type: Full-time, Permanent. Submit applications to: Jessica German jessica@gandg.ca