



## JOB POSTING

**Position Title:** Independent Sales Representative – GTA & N. Ontario

**Location:** Ontario, Canada

**Duration:** Full-Time

**Commission Range:** \$45,000 to 50,000+

### **Company Background:**

Based in Langley, BC, G&G Golf Company is an established and progressive manufacturer and distributor in the Canadian golf industry. We are family owned and operated and proudly in our 28<sup>th</sup> year of business. G&G Golf has two national sales forces with representation covering all provinces and the organization works with over 1500 active accounts across Canada, the USA and Australia. Our mission is to provide top quality brands backed with superior customer service and unique customer experiences, which set us apart from our competition. We remain committed to constant innovation and discovery to bring the best to our customers.

### **Position Summary:**

As an Independent sales representative of G&G Golf Company, you will be a self-employed salesperson who sells a selection of our products to a range of different customers within the green grass distribution channel in the Ontario golf industry. The brands in this product portfolio include Bermuda Sands Apparel, Prodigy Headwear, Imperial Headwear, Big Max Golf Bags and Carts, MXM Golf and more. This role involves tasks such as networking at conferences and trade events, and selling the unique features and benefits of the products we offer to new and existing customers. This role also involves travel between customers and can require irregular hours. As an Independent sales representative, you should be a confident and persuasive speaker, be comfortable 'cold calling' and networking, and have the stamina to work long hours when required.

**Responsibilities:**

An Independent sales representative at G&G Golf is responsible for a wide variety of duties including, but not limited to:

- Identify prospective customers by following leads from existing clients or attending events and conferences, to build relationships with industry stakeholders.
- Build accounts and relationships with their customers, both new clients and existing ones, by discussing the client's needs and explaining how specific products or services can help them.
- Advising customers on product benefits and being able to sell the unique points of these products and services. Emphasize the benefits and features of products and how customers can make the best use of them.
- Negotiate product sales, terms of sales, service agreements, and prices for customers. Prepare sales orders and ensure that orders are submitted for processing.
- Follow up with customers to ensure they're satisfied with their purchases and to answer questions or concerns that they may have.

**Requirements:**

- Bachelor's degree in Business or Sales & Marketing is preferred.
- Minimum 2 years' experience in a similar role is an asset.
- Candidate must have a solid understanding of all aspects of golf products and apparel including merchandising and buying experience.
- Candidate must possess excellent organization and product presentation skills.
- Customer service skills – be able to understand the customer's needs before, during, and after a sale.
- Interpersonal skills – must be a highly effective communicator both verbally and in writing and be able to communicate and work well with different types of people, building good relationships with all.
- Self-confidence – a confident and persuasive personality is vital to success as the job can involve cold calling, and talking to prospective customers who are not expecting their call.
- Networking – it is important to build relationships and contact lists in order to increase the chances of making a sale in the future.
- Must also be a self-starter and have superior time management skills, be disciplined and detail oriented.
- Candidate must be an organized thinker who can thrive in a fast-paced environment.

**Application Deadline:** August 15, 2019

**Application Process:** Please send applications to Scott Masse (Director of Sales & Marketing) at [scott@gandg.ca](mailto:scott@gandg.ca).