

JOB DESCRIPTION – ROLO GOLF & APPAREL SALES MANAGER

Job Title: Sales Manager

Company Name: Rolo Golf & Apparel Inc.

Department: Sales

Location: Regina, SK

Job Summary

Rolo Golf & Apparel Inc. is seeking a dynamic Sales Manager to join our team in Regina, SK. As the Sales Manager, you will play a crucial role in driving our sales operations by managing existing client relationships and actively seeking out new business opportunities. You will join our team and be responsible for driving sales, ensuring that targets are met and that Rolo Golf & Apparel Inc. continues to grow in the competitive golf apparel market.

Key Responsibilities

- **Client Management:** Oversee and nurture relationships with existing clients, ensuring their needs are met and that they remain satisfied with our products and services.
- **New Business Development:** Identify and pursue new business opportunities, expanding our client base and increasing market share.
- **Team Leadership:** Lead and motivate the sales team, providing guidance, training, and support to ensure they achieve their sales targets.
- **Sales Strategy:** Develop and implement effective sales strategies, aligning with company goals and market trends.
- **Reporting & Analysis:** Track sales performance, prepare regular reports, and analyze data to identify trends and areas for improvement.
- **Collaboration:** Work closely with other departments, such as marketing and product development, to align sales efforts with overall company objectives.

Qualifications

- Proven experience in sales, with a strong track record of meeting or exceeding sales targets is valuable but not necessarily needed for the correct candidate.
- Excellent leadership and team skills.
- Strong communication and interpersonal skills, with the ability to build and maintain client relationships.
- Ability to develop and implement sales strategies.
- Experience working in the golf or apparel industry is a plus.
- Ability to work effectively in a team environment and collaborate with cross-functional teams.

How to Apply

Interested candidates are invited to submit their resume and cover letter to Ryan Gobeil (ryan@rolo.golf). Please include "Sales Manager Application - Rolo Golf & Apparel Inc." in the subject line.