

Division Sales Manager- Golf & Turf Equipment

If interested in being considered for the position submit your resume to scott.waggoner@vanwall.com or apply online at vanwall.com/careers.

Job Summary

Van Wall Equipment is looking for a Division Sales Manager to lead its golf and sports turf division. Candidate must have strong leadership skills and an interest and passion for the golf & turf industry. Position will be based in Urbandale, IA and travel will occur within the supported region as needed.

Essential Duties and Responsibilities

- Overall responsibility of sales goals and staff for 9+ state region including (IA, NE, MO, KS, IL, ND, SD, MN, WI)
- Drive continued growth and market share within sales region
- Increase overall revenues of new and used equipment, sales, service, and aftermarket products
- Create strategic plans and work with leadership team to ensure continued growth of assigned region
- Develop and maintain relationships with all current customers and focus on building relationships with key target accounts
- Lead the management of wholegoods inventory within the Golf & Turf division
- Coach and mentor other members of the sales staff on an as needed basis
- Provide excellent communication and experience for internal and external stakeholders regarding pre and post sales work
- Ensure department completes all paperwork and reports as required in a timely manner
- Any other job duties as assigned

Position Qualifications

- 10+ years experience within the golf, turf, or golf retail business required
- 5+ years previous management experience required
- Previous sales experience from a related industry required (turf preferred)
- Proven track record of success in growing and developing sales territories and employees
- Bachelors degree required
- Ability to travel within assigned sales territory (approximately 40% travel)
- Excellent communication and organizational skills
- Must have a clean driving record and ability to be insurable under company fleet insurance policy
- Ability to create, analyze, and interpret basic sales reports