



Jerry Pate Company

Ad – Director of Commercial, Irrigation, & Golf Sales

Jerry Pate Turf & Irrigation is searching for an experienced and high-energy Director of Commercial, Irrigation and Golf Sales. The successful candidate will be energetic, well organized, able to effectively manage a team, and able to demonstrate the ability to sell. This Director of Sales position is responsible for managing the overall sales, profitability and customer satisfaction of our Toro and Club Car territories, along with managing their direct reports on a daily basis. This individual will establish a strategy for the businesses and work closely with the outside sales staff and Account Executives, inside sales, and service departments.

Preferred Competencies, Qualifications, and Skills:

- Positive, energetic, creative personality with the experience and desire to get the job done.
- BS in Business or equivalent degree, MBA preferred. Minimum 5 years sales management experience in golf, dealer and or transferable businesses.
- Experience in planning processes, sales and workload planning, expense budget management.
- Possess strong human resource management skills: hiring, retention, motivation, coaching, problem solving, training and termination.
- Possess ability to prioritize and manage multiple tasks.
- Strong leadership and problem-solving skills.
- Excellent verbal and written communication, presentation, organization, and time-management skills.
- Proficient use of Microsoft Office Suite, including PowerPoint, Excel, Word, and Outlook.

Equal Opportunity Employer and Drug Free Workplace. Background and motor vehicle checks will be performed.

1-800-700-7001 ● 301 Schubert Drive, Pensacola, Florida, 32504 ● www.JerryPate.com

