

CONFEDERATE MOTORS, INC. – Career Opportunity

Sales Director

Sales Director for Premium Motorcycle Company. 7+ years of successful sales experience in the high end automotive, motorcycle industry. Must have experience selling to high net worth individuals as well as a rolodex of clients that are lead generation clients. You will cultivate and pursue new leads and manage our existing client base to look for new opportunities. You should be aggressive and ready and willing to hit the ground running – we have solid client relationships and are looking to expand on them. We are looking for a high performing individual to help bring our growing company even further.

Responsibilities:

- Create strategic growth initiatives and strategies by developing new revenue streams or upselling products to existing clients.
- Identify, qualify and capture new business opportunities – distribution, dealerships, licensing.
- Provide market analysis and competitive assessments, gather business intelligence and develop business plans.
- Departmental Budgetary responsibilities.

Qualifications:

- Demonstrated experience (7 years+) and success selling to high net worth clients.
- Clear and confident communicator able to work effectively with both external and internal clients.
- Confident and at ease with sales process.
- Highly motivated and competitive, strong initiative, negotiation and sales ability.
- Excellent time management and organizational skills.
- Occasional travel and conference attendance.
- Experience with dealerships and international distribution recommended.

Required Skills

Business Development, Cold-Calling, Marketing Services, Prospecting, Closing deals

Absolutely No Recruiters! All resumes must be submitted via email to careers@confederate.com or fax 205-324-8047; no phone calls or walk ins.