



Job Description: Director of Business Development - Resort Services Acquisition

Position: Director of Business Development - Resort Services Acquisition (Remote)

Company Overview:

Superlative Pickleball is the global leader in revolutionizing the resort and travel industry through the explosive growth of pickleball. We are dedicated to elevating the pickleball experience for players and resorts alike. Our services include comprehensive resort certification, program development, travel packages, a thriving travel club, and Pickleball Travel Magazine. We seek a high-caliber Director of Business Development to spearhead our resort services acquisition efforts.

Primary Responsibility:

Your primary responsibility will be strategically acquiring new resort clients and leveraging your deep industry relationships to secure C-suite level meetings. You will drive the adoption of our expert consulting services, empowering resorts to create premier pickleball environments, achieve our prestigious certification, and unlock substantial, sustainable revenue streams. You will be instrumental in shaping the future of pickleball within the resort industry.

Responsibilities:

- **Strategic Resort Acquisition:**
 - Identify and meticulously target high-potential resort clients for Superlative Pickleball's transformative resort services.
 - Develop and execute sophisticated, targeted outreach plans to engage with key decision-makers.
 - Articulate the compelling value proposition of our certification and consulting services, emphasizing ROI and long-term partnership.
 - Build and maintain a robust pipeline of qualified resort clients.
- **C-Suite Engagement & Influence:**
 - Leverage your established, high-level industry network to secure direct access to C-suite executives and key resort leaders.
 - Present strategic solutions and demonstrate the benefits of partnering with Superlative Pickleball.
 - Present data and case studies that validate the value of our services.
- **Relationship Mastery:**
 - Cultivate and nurture enduring relationships with resort industry titans.
 - Serve as a trusted advisor, providing tailored solutions and strategic insights.
- **Market Intelligence & Lead Generation:**
 - Conduct in-depth market analysis to identify emerging trends and strategic opportunities.
 - Employ advanced lead generation strategies, including targeted networking and digital engagement.

- **Closing Expertise & Deal Execution:**
 - Develop and deliver compelling, persuasive sales presentations.
 - **Demonstrate a consistent and exceptional ability to close complex, high-value deals.**
 - Negotiate and execute contracts, aligning with Superlative Pickleball's strategic objectives.
- **Collaborative Leadership:**
 - Collaborate seamlessly with our expert consulting team to ensure flawless client onboarding and project delivery.
 - Partner with the marketing team to develop targeted, high-impact sales materials.

Qualifications:

- Proven, exceptional track record in business development and high-value sales, focusing on strategic client acquisition.
- **Extensive, Proven C-Suite Network:** Must possess a verifiable network of high-level contacts within the resort and hospitality industry.
- **Exceptional Closing Prowess:** Demonstrated mastery in closing complex, high-value deals.
- Deep understanding of the resort and hospitality industry.
- Exceptional communication, presentation, and negotiation skills.
- Strategic, results-driven mindset.
- Passion for the growth of pickleball.
- Experience selling consulting services and/or high-value solutions.
- Experience in the travel industry.
- Self-directed and highly motivated.

Compensation:

- Compensation will be mutually derived based on production, reflecting your direct impact on our growth.

Ideal Candidate:

- A driven, influential leader passionate about transforming the resort industry.
- A strategic visionary with a proven ability to cultivate and leverage high-level relationships.
- An exceptional closer with a track record of exceeding sales targets.
- Someone looking to make a massive impact on a quickly growing company.
- Someone with a similar drive and experience to Daniel Beeman.

Why Superlative Pickleball?

This is a rare opportunity to be at the forefront of a rapidly expanding industry. You will play a pivotal role in shaping the future of pickleball within the resort sector. We offer a dynamic, remote work environment and the chance to work with a passionate team dedicated to innovation and growth.

To Apply:

Please submit your resume and a compelling cover letter detailing your relevant experience and why you are the ideal candidate for this position.

We look forward to hearing from you.