



Director of Sales/Chief Revenue Officer

Summary:

We are seeking a dynamic and results-oriented Director of Sales to spearhead the sales efforts for our superlative pickleball travel and resort services. This high-level executive position is responsible for driving revenue growth through various channels, including partnership development, advertising sales, resort certification, and consulting sales, group trip sales, and other media opportunities. The successful candidate will be a highly motivated pickleball enthusiast with a proven track record in sales leadership and team management.

Responsibilities:

- **Strategic Planning:** Develop and execute a comprehensive sales plan, budget, and goals for the sales team, aligning with the company's overall growth strategy.
- **Team Leadership:** Recruit, train, and manage a high-performing sales team, providing ongoing coaching, mentorship, and performance feedback.
- **Business Development:** Identify and engage prospective clients across various channels, including partnerships, advertising, consulting, and group trips.
- **Sales Execution:** Utilize consultative selling strategies to understand client needs and deliver tailored solutions, driving revenue growth.
- **Equity Potential:** Earn equity in the business based on exceptional performance and contributions to the company's success.

Qualifications:

- **Sales Leadership:** Proven experience in sales leadership, ideally in the travel, hospitality, or sports industries.
- **Pickleball Passion:** A genuine passion for pickleball and a deep understanding of the sport's growing popularity.
- **Entrepreneurial Spirit:** A self-starter with a high level of motivation and the ability to thrive in a commission-only environment.
- **Team Building:** Strong team building and management skills, with the ability to inspire and motivate a sales team.
- **Consultative Selling:** Expertise in consultative selling techniques, building relationships, and closing deals.

Compensation:

- **Commission-Based:** This is a commission-only position with high earning potential for motivated sellers.
- **Team Overrides:** Earn a percentage of everything your team sells, incentivizing team building and collaboration.
- **Equity Opportunity:** Exceptional performers have the potential to earn equity in the business.

Join our Team:

If you're a passionate pickleball enthusiast with a proven track record in sales leadership, we encourage you to apply for this exciting opportunity. This is a chance to join a rapidly growing company at the forefront of the pickleball travel industry and play a key role in its continued success.

To Apply:

Please submit your resume and a cover letter highlighting your relevant experience and passion for pickleball.

We are an equal-opportunity employer and value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.