



## JOB POSTING

<b>POSITION TITLE:</b>	<b>Corporate Sales</b>
<b>DEPARTMENT:</b>	<b>Administration</b>
<b>COURSE:</b>	<b>Country Hills Golf Club</b>
<b>REPORTS TO:</b>	<b>Sales Manager</b>
<b>JOB TYPE:</b>	<b>Full Time</b>
<b>APPLICATION DEADLINE:</b>	<b>Oct 31st, 2021</b>
<b>START DATE:</b>	<b>Nov 15<sup>th</sup> 2021</b>

### ***About Country Hills Golf Club***

Country Hills Golf Club is the only 36-hole facility within Calgary city limits and is only 20 minutes from downtown and less than 15 minutes from the airport. The Club is easily accessible by way of Beddington Trail, Country Hills Boulevard, and Stoney Trail. Country Hills is a private, member-owned golf club. The two courses at Country Hills provide distinct and exciting golf experiences.

### **The Talons**

The first Thomas McBroom design in Alberta features five lakes and the meandering Nose Creek which adds beauty and intrigue to your shot making strategies.

### **The Ridge**

In contrast to the rugged appearance of the talons course, the Ridge course, designed by Dave Bennett, offers a more park like setting with trees and manicured turf as the aesthetic focus. The upper nine presents panoramic views from the cliff tops. The lower nine is influenced by the rising cliffs and Nose Creek that will challenge your game to an incredible finish.

### **Members**

Country Hills Golf Club offers outstanding amenities in a relaxed and casual atmosphere. Members find the club to be a place of choice for both business meetings and social entertaining. Whether it is a round of golf, or dinner and drinks in our clubhouse, we provide Members and their families an extension of their own home. Our active and fun-filled social calendar encourages Members to spend time at the Club and create new relationships. Over the years, the club has developed a true feeling of camaraderie among its members and staff.

### ***Our Mission:***

To promote an engaging culture of family and friends with remarkable golf and social experiences for everyone.



## POSITION OBJECTIVE

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Responsible for selling corporate and promotional products inside and outside the golf club, targeting sales goals yearly.

## STRUCTURE

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**Reports to:** Sales Manager

**Works with:** Marketing Manager, Head Golf Professional, Accounting Manager,

## DUTIES AND RESPONSIBILITIES

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### Corporate Sales

- Develop professional, respectful relationships with new clients.
- Meet sales target yearly.
- Send Invoices, collect payment for sales made.
- Arrange product delivery, embroidery, branding as required by the customer.
- Understand each customer's sales needs to provide real, effective solutions.
- Deliver exceptional customer service.
- Foster a positive, upbeat attitude within all department Team Members.
- Develop clear communication channels.

## REQUIRED SKILLS, KNOWLEDGE AND ABILITIES

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### Technical Skills and Knowledge

- Experience with POS systems.
- Advanced Experience working with Microsoft Office.
- Background experience in the golf industry a bonus but not essential.

### Abilities

- Extroverted, gregarious personality.
- Dedicated to exceeding customer service expectations.
- Passionate about sales.
- An excellent communicator.
- High level of organizational skills and process oriented.
- Must be able to work in a fast-paced environment.

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- Ability to work in an unsupervised environment.

## WORK CHARACTERISTICS

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- May require infrequent heavy lifting.
- Deliveries to clients.
- Will be required to work Weekdays Mon-Fri business hours.

## KEY PERFORMANCE INDICATORS

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- Maintaining established service standards and timelines.
- Growing the sales book and meeting sales targets.

## Our Core Values

- **Live** our Values
  - **Service**
  - **Quality**
  - **Accountability**
  - **Respect**
  - **Community**
  - **Camaraderie**

Country Hills Golf Club is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

**Please send your resume and cover letter to:**

**Sales Manager Matt Mackarenko | email: [mattm@countryhills.ab.ca](mailto:mattm@countryhills.ab.ca)**

**Posting closes Oct 31<sup>st</sup>, 2021**

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