



Homestretch Golf, headquartered in Sacramento, California, is a leading tournament software as a service company with a unique focus on charitable fundraising. Through our proprietary pari-mutuel and prop bet platform, we elevate golf tournaments hosted at green grass facilities and group trips. Since our establishment in 2019, we've successfully raised over \$50K for golf industry charitable foundations and cancer-fighting organizations. Learn more about our impactful initiatives here: <https://homestretchgolf.com/#charity>

#### **Location**

Various Remote (National)

#### **Job Summary**

We're in the midst of an exciting growth phase, expanding partnerships throughout the golf industry and securing sponsorships with various PGA Sections. To complement this growth, we are seeking Sales Representatives to join our team. This sales role is pivotal in our mission to expand awareness of Homestretch Golf in the market, requiring the selected candidates to effectively communicate the exceptional value our platform delivers.

#### **Responsibilities**

As a Sales Representative, you will operate as an independent contractor contributing to our growth initiatives by delivering warm leads to the company for us to close, and/or fully acquiring new customers via your sales and demo efforts. This role requires a self-motivated individual capable of independently sourcing potential clients, tracking outreach and referrals, and clearly articulating the exceptional value proposition of our proprietary pari-mutuel and prop bet platform. We will engage with candidates that are a good fit on either a full-time or a part-time/side gig basis, depending on each candidate's situation and needs, across several different regions throughout Canada. This role offers a 100% commission-based compensation package.

Your sales responsibilities will encompass various tasks, including but not limited to starting conversations with Pros at private and semi-private clubs about their pari-mutuel situation for club tournaments, tracking conversations and their status, introducing warm leads to Homestretch Golf headquarters, and possibly showing a demo of our software to prospective customers. As an independent contractor, you will determine the amount of travel required depending on how many in-person meetings you schedule. Admin efforts to support your sales strategies can be completed remotely as you see fit.

Homestretch Golf headquarters will onboard all new sales reps following completion of a non-disclosure agreement and an independent sales representative contract. Onboarding includes access to the company intranet which houses best practices for hitting the ground running with sales tactics, and the

ability to connect with other company sales representatives to learn their best practices and frequently asked questions.

### **Qualifications**

Ideal candidates should possess prior sales experience in the golf industry, demonstrating both organizational skills and attention to details. Prior knowledge of pari-mutuels is preferred, but not required, and familiarity with golf tournament operations is advantageous. While PGA membership is preferred, it is not mandatory, pending a candidate's relevant work experience. A background check may be conducted for non-PGA members.

### **Compensation**

Dependent on the hours worked and number of tournaments within their territory run on Homestretch Golf, independent sales representatives could earn \$1K - \$20K in their first year, with residual commissions from their stable of customers driving future elevated earnings in future years.

### **Benefits/Perks**

Commission payments will be delivered to sales representatives on a monthly basis after new customers they refer (or fully land via their efforts) pay Homestretch Golf. Customers pay Homestretch Golf on a per-tournament basis, and some customers also opt to pay an upfront subscription. Sales representatives will earn commissions on both types of eligible net revenues that their new customers generate throughout their entire first year of transactions with Homestretch Golf. Commission % will increase for fully landed new customers compared to a base commission % they earn from delivering a warm lead to Homestretch Golf.

As an additional incentive to reward dedicated and successful sales representatives, after landing three new customers for Homestretch Golf, you will enjoy an increased commission % for all business beyond your first three customers in perpetuity. Commissions are paid to active sales representatives that have a current written contract on file with the company. Homestretch Golf headquarters will onboard all new sales reps following completion of a non-disclosure agreement and an independent sales representative contract. Onboarding includes access to the company intranet which houses best practices for hitting the ground running with sales tactics, and the ability to connect with other company sales representatives to learn their best practices and frequently asked questions.

### **Course Website**

<https://homestretchgolf.com/>

### **Employment Duration**

Part-time, remote.

### **Contact Information**

Candidates are asked to submit their cover letter conveying why they believe Homestretch Golf is a great fit for them, as well as a resume with active references in confidence to:

**David Knox** at [info@homestretchgolf.com](mailto:info@homestretchgolf.com).