



WEST COAST SAILING

OWN THE WATER

Fleet Sales Lead

Full-Time - Portland, OR

West Coast Sailing has a simple mission: we work hard to help our customers enjoy their time on the water. We're a growing company that sells small sailboats, parts, and accessories, and we're lucky to have a team of smart, hard-working individuals.

The Fleet Sales Lead is an incredible position for someone who recognizes and values our opportunity to help our sport through strong support of club sailing programs, community sailing centers, and camps.

We are looking for a driven and experienced person who has a passion for sailing and for service. They will listen effectively, match up product offerings to customer needs, and provide rapid responses to inquiries. Beyond just excellent service, this person should have the ability to solve customer problems, put our products and services in front of new groups of people, and plan and execute sales strategies.

We sell 400+ boats per year, primarily in the western portion of North America. This position requires building strong relationships with customers in a large geographic area and with vendors around the world. Much of this work is done independently by the Fleet Sales Lead and some is done in coordination with the rest of our team.

This is a good company, with good benefits, and we work to build a family atmosphere here that makes this a place you want to come to each day.

Core Responsibilities:

- Quote and sell small sailboats to sailing programs and organizations
- Build pipeline for new customers via phone, email, trade shows, and events
- Provide service before, during, and after the sale, managing full order lifecycle
- Own marketing efforts and strategies, collaborating with marketing and sales teams
- Develop and maintain relationships with key clients
- Follow trends to identify new opportunities and maintain awareness of customer needs
- Attend and oversee shows, events, and meetings (some travel required)

Desired Skills and Interests:

- 3+ years of experience in a business environment, balancing independent efforts and teamwork
- 1+ year of sailing experience (experience in sailing education is a plus)
- Solid proficiency with Microsoft Office and Google suite; working knowledge of ERP, CRM, email marketing, and ecommerce software is a plus.
- Strong written communication skills

Why work at West Coast Sailing?

- Competitive base salary
- Performance incentives
- Company-sponsored health insurance plan
- SIMPLE IRA retirement plan with company match
- Paid time off (two weeks vacation + one week paid holidays + paid sick time)
- Sailing is fun and our customers like us, which makes this a nice place to work!

Okay, you're interested, this sounds fun and challenging - how do you apply?

- Email your cover letter & resume to Lauren (Lauren@WestCoastSailing.net)
- Please tell us why you think you're a good fit for this position.
- Please tell us about your sailing experience.
- Reading all the details is important. Please include your favorite dessert in the subject line of your email.