

## **Boat Sales Manager - Full Time - Portland, Oregon**

West Coast Sailing's mission is to improve our customer's lives by helping them spend time on the water in sailboats and kayaks. One of the ways we accomplish this mission is by providing a great experience to customers who buy boats from us.

The Boat Sales Manager runs a business within a business here in Portland, Oregon: we are seeking a proven leader to guide our team in a consultative, low-pressure sales environment and an organized methodology for preparing and fulfilling boat orders. It is a small team and this role includes participating in this work of selling boats and physical preparation of boats.

We sell quality small sailboats from RS Sailing, Hobie, Zim Sailing, and more. We sell premium Hobie kayaks. We service customers across the western half of North America and pride ourselves on having the logistical capabilities to cover a large region.

The Boat Sales Manager runs Boat Sales Team, sits on the overall West Coast Sailing management team, and contributes to national strategy with our Starting Line Sailing family of companies. There are tremendous opportunities to make an impact on our sport and on the lives of customers and staff.

### **Core Responsibilities:**

#### **Boat Sales**

- Participate in sales activity via email, phone, and showroom (including adjusting schedule when needed for key customers) and continually improve our performance with each of these channels
- Collaborate with national teams on sales campaigns
- Track sales performance to goal and provide reporting to company leadership

#### **Lead and Develop our Sales Team**

- Coach and train our team
- Task management and coordination
- Individual performance management
- Oversee execution of team functions including sales, aftersales and warranty support, boat preparation/assembly, and boat delivery logistics

### **Qualifications**

- 2+ years of sales experience and 2+ years of people management
- Ability to work well and thrive under (seasonal) pressure

- Ability to work with a variety of detail-oriented software
- Strong written communication
- Basic sailing experience is necessary (we'll help with the rest)

**Compensation and Benefits:**

- Base salary: \$68,000-72,000
- Profit sharing
- Subsidized health insurance
- Retirement plan with company match
- Paid time off (2 weeks PTO to start, then 3 weeks after 2 years) + 6 paid holidays + sick time
- Employee discount on all products
- Access to demo kayaks and sailboats for personal use
- Company funded sailing lessons