



Email your resume and CV to Laura@foretees.com

ForeTees - Club Software Made Simple

Our mission is to empower golf clubs by developing and supporting software that streamlines club operations, is simple to use, and elevates the experience for both members and staff. We are committed to innovation, collaboration, and integrity, using the latest technologies to address the unique challenges faced by private and semi-private clubs. Our products (POS, Accounting, Reservations, Websites, and Apps) are designed to be exceptionally reliable, user-friendly, scalable, and seamlessly integrated. As we aim to lead the market in technological advancements, our goal is to become the trusted partner of golf clubs, consistently delivering high-quality solutions that meet our customers' evolving needs and provide an outstanding experience for the entire club industry.

Title: Sales Account Executive

Position Summary:

The ForeTees Sales Team is responsible for generating new business opportunities, building lasting relationships with clients, and continuing to expand our presence and knowledge of product offerings in the private country club sector. This role requires a proactive and self-driven individual with excellent interpersonal skills and a proven ability to close deals and drive sales growth.

Key Responsibilities:

Client Acquisition and Sales Development:

- Identify and pursue new business opportunities through research, networking, and cold calling within targeted markets.
- Develop and execute comprehensive strategies to acquire new clients, building a robust sales pipeline and maintaining a sales forecast to drive maximum productivity and growth.
- Prepare and deliver compelling sales presentations and proposals tailored to client needs, demonstrating the value of our products and services.
- Negotiate contracts and close sales deals to meet or exceed revenue targets, ensuring alignment with company goals.
- Attend key industry events, such as the PGA Merchandise Show, The Club Managers Show, and other sponsorship functions, to foster relationships and expand market presence.

Account Management and Relationship Building:

- Cultivate and maintain strong, long-term relationships with existing clients, acting as the primary point of contact for assigned accounts.
- Collaborate closely with clients to understand their evolving needs and identify

opportunities for upselling or cross-selling additional services.

- Ensure a smooth transition from sales to implementation and service delivery by coordinating with internal teams such as product development, customer support, and marketing.

Product Knowledge and Market Analysis:

- Maintain a deep understanding of our software solutions, including their features and benefits, to effectively educate clients and align our offerings with their specific needs.
- Stay up-to-date with industry trends, technology advancements, and market conditions to better position our products and services within the market.
- Utilize market insights to continuously refine sales strategies and identify new business opportunities.

Reporting:

- Keep accurate records of all client interactions, sales activities, and progress using CRM software (e.g., Salesforce) to manage sales efforts effectively.
- Provide timely and accurate sales expense reports to the Accounting Team.

Qualifications/Skills:

- Proven track record in sales and account management, with a record of meeting or exceeding sales goals
 - Excellent communication, negotiation, and presentation skills
 - Strong customer-centric mindset and commitment to client success
 - Self-motivated and able to work independently while managing multiple priorities ●
- Knowledge of the private country club industry is a plus
- Proficiency with CRM software (Salesforce), sales tools, Microsoft Office Suite ●
- Bachelor's degree in Business, Sales, Marketing, or a related field

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