



*Now Hiring:*

### *Sales Specialist*

*We are immediately seeking an aggressive and qualified Sales Specialist to sell Briarwood fishing memberships, estate and open-range whitetail hunts throughout North America with a geographic target of 600 miles from our location. Our ideal salesperson will be based at our location, has a passion for the outdoors, and has a strong understanding of the sales process. They will also excel at generating leads, building relationships, and closing deals. We are seeking a positive-minded candidate: someone who is a team player, quick learner, and has a presence showcasing our offerings in a compelling way. Strong listening and negotiating skills are a must. Tasks include, but not limited to, giving presentations, attending networking events, participating in trade shows. It's essential that our salesperson be approachable and professional. Starting salary is competitive based on experience with uncapped commission.*

#### *Responsibilities*

- *Create long-term relationships with customers through regularly scheduled call activity.*
- *Manage CRM pipeline and schedule to maximize consulting opportunities.*
- *Meet daily metrics and monthly targets.*
- *Interact with customers while on property.*
- *Play an active roll on related social media platforms.*
- *Create and maintain a healthy sales pipeline by collecting customer contact information and scheduling appointments for individuals who exhibit purchase intent or potential.*

#### *Success Factors*

- *Industry experience in sales or customer service experience is a plus*
- *A hunger for success, positive attitude and desire to learn and grow*
- *Strong listening skills with a focused empathetic and consultative ear*
- *Ability to work in a fast-paced growing environment*
- *Experience using excel and a CRM a plus*
- *Willing to work select evenings and weekends*

#### *About Briarwood*

*Briarwood Sporting Club, located in Bellefontaine, Ohio, is a private fishing club which also offers both estate and open range whitetail deer hunting. Briarwood is known for trophy fish, big deer and first class facilities to provide the "Experience of a Lifetime".*

***Interested candidates please send inquiries and resumes to: [chris@briarwoodclub.com](mailto:chris@briarwoodclub.com)***

[www.BriarwoodClub.com](http://www.BriarwoodClub.com)