



## CAREER OPPORTUNITY

Xpedition Archery is an emerging Archery brand committed to delivering innovative and purpose-driven products. We aim to deliver exceptional customer experiences and foster a strong archery community. As we continue to expand our market presence, we are seeking highly motivated and experienced Sales Managers. These managers will serve as the driving force behind our sales growth & customer engagement, ensuring that our bows are effectively promoted, distributed, and supported within each respective region.

Midwest: Iowa, Illinois, Indiana, Kentucky, Michigan, Missouri

Southeast: Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee

TALO: Texas, Arkansas, Louisiana, Oklahoma

### **POSITION SUMMARY:**

The Sales Manager will be a key member of our sales team, responsible for executing the company's sales strategies to achieve revenue and growth objectives. This individual will be instrumental in achieving sales initiatives by expanding our market while fostering a culture of high performance, collaboration, and customer satisfaction.

### **KEY RESPONSIBILITIES:**

Sales Strategy and Planning:

- Execute Xpedition Archery's sales strategy to achieve sales targets, revenue growth, and market expansion.
- Analyze market trends, customer & consumer needs, and competitor activities to identify opportunities for business expansion.
- Travel to trade shows, consumer shows, and outdoor retailers to expand our market share with the utmost efficiency.
- Must be connected with designated customer base on a daily basis to ensure high level customer service and satisfaction.
- Achieve sales targets and performance objectives set from leadership team.
- Promote a positive and motivated work environment that encourages teamwork, individual growth, and goal achievement.
- Customer Relationship Management:
- Foster strong relationships with key customers and business partners to enhance customer loyalty and drive repeat business.
- Often plan and travel to archery retailer meetings each week showcasing our products to generate revenue.
- Generate new business opportunities in the archery retailer base to enhance our current customer partners.
- Lead by example in delivering exceptional customer service and handle escalated customer inquiries or issues when necessary.
- Utilize customer feedback to drive product improvements and provide insights to the product development team.



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### **Sales Performance Evaluation and Reporting:**

Provide periodic updates on sales goals, achievements, and challenges during meetings with the senior management team.

### **REQUIREMENTS:**

- Bachelor's degree - Prefer to be in Business Administration, Marketing, or a related field.
- Demonstrated experience in executing sales strategies.
- Excellent communication, negotiation, and presentation skills.
- Proficient in using sales management software and CRM systems.
- A passion for archery and deep knowledge of archery equipment and products.
- Strong analytical skills to assess sales data and make data-driven decisions.
- Ability to travel as required to meet customers, attend industry events, and represent the company.

### **BENEFITS:**

- Complete medical, dental, vision and life insurance coverage
- Competitive 401(k) employer match
- Paid holidays and generous paid time off
- Bonus programs based on performance and sales achievements

Join us at Xpedition Archery as the Sales Manager, and together, we'll play a vital role in advancing the sport of archery with exceptional products and experiences. If you are driven, enthusiastic, and share our passion for archery, we welcome your application! Please email all inquiries to [jake.arienzo@xpeditionenterprises.com](mailto:jake.arienzo@xpeditionenterprises.com).