

# Golf Business Development Specialist - BAL.ON - South East

## Your tasks

South East Region: Florida, Georgia and Surrounding Areas

- Meet sales targets by increasing market share, improving sales channels, raising average prices, and helping dealers maintain adequate stock levels
- Identify and secure new sales opportunities within the golf or sports science markets.
- Influence buying and selling decisions in a positive way while building strong relationships.
- Assist dealers and customers with questions, requests, and concerns and resolve complaints to ensure satisfaction and improve loyalty.
- Grow the customer base, including end customers, retailers, and importers.
- Fill the sales pipeline continuously with potential customers and opportunities.
- Identify key contacts and channels to grow business opportunities.
- Represent the company at events like tournaments, trade shows, exhibitions, and local dealer events.
- Set and manage pricing schedules, return policies, and discount rates for B2B customers.
- Oversee sales and service accounting, recordkeeping, and shipping activities.

## Your profile

### WHAT YOU BRING TO THE ROLE

- Bachelor's degree in Business Administration, Marketing, Sales, Sports Management, or a related field
- 2 + years of sales experience in the Golf industry or a related field
- Strong knowledge of sales techniques, market trends, customer relationship management, and the buying habits of retailers, dealers and end customers in these markets.
- Proficiency in using IOS, Microsoft Office Suite (Excel, Teams, PowerPoint, etc.), CRM software, and
- Familiarity with social media tools and strategies for brand promotion.
- Excellent communication and negotiation interpersonal skills.
- Ability to manage multiple projects, prioritize tasks, and meet deadlines in a fast-paced environment.
- Understanding of sales tools and marketing research to identify new opportunities and develop strategies.
- 50% travel within the West Coast Region. Travel to tournaments, trade shows, exhibitions, and local dealer events to promote the company, build relationships, and identify new sales opportunities.
- Experience organizing or participating in golf tournaments, sports science exhibitions, or other sales events.
- Knowledge of pricing strategies and budget planning.



Job ID  
**REF81189K**

Field of work  
**Marketing and Sales**

Location  
**Dallas**

Leadership level  
**Leading Self**

Job flexibility  
**Remote Job**

Legal Entity  
**ContiTech USA, Inc.**

- Strong social media presence or skills to promote the company's brand and engage with customers online.

#### ADDITIONAL WAYS TO STAND OUT

- 5+ years of sales experience in the Golf Industry or a related field
- Experience with SAP

Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas now or in the future for this job posting.

No relocation provided

### **Our offer**

#### THE PERKS

- Immediate Benefits
- Paid Time Off
- Tuition & Employee Discounts
- Annual Bonus
- Employer 401(k) Match

And more benefits that come with working for a global industry leader!

#### **EEO-Statement:**

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

## **About us**

We would like to introduce to you ContiTech Surface Solutions' latest innovation, the BAL.ON Smart Kit – a smart insole for golf.

The BAL.ON team is revolutionizing the way golfers improve their swing and improve their game with pressure-sensing technologies. Our highly diversified team of engineers, copywriters, programmers, marketers and golf professionals At BAL.ON worked together and created a product and brand that represent Continental's values.

Our technologies. Your solutions. Powered by the passion of our people