

Digital Golf Technologies

Vice President of Sales

Golf is an industry in need of innovation and fresh ideas and Digital Golf Technologies (“DGT”) is the future of golf entertainment. Leveraging our proprietary platform, DGT provides the first fully automated hole-in-one contest that operates during each and every round -- creating significant new revenue opportunities for golf courses and providing golfers with added excitement, meaningful cash payouts for holes-in-one and an HD video of their ultimate golf experience. Like the best golfers, DGT started out grinding hole-by-hole and course-by-course while we improved and perfected our game. We are on a hot streak with more and more courses adding our proprietary system and we are looking for an exceptional VP of Sales to help us take our company to the top of the leader board.

We are seeking a self-motivated sales professional adept at building and managing a high performing sales team. As the VP of Sales, you will design and lead our sales process and develop key relationships, partnerships and alliances in the industry that lead to continual sales growth. You will be responsible for building, managing and mentoring our team of full-time and independent sales reps and creating a sales culture of accountability and success. This role will report directly into the Chief Executive Officer.

DGT is an entrepreneurial company that is innovating and growing rapidly. A willingness to pitch in wherever needed and the burning desire to build a world-class company with equally committed professionals is of the utmost importance. We want a sales professional who will think deeply and strategically about sales strategies and channels and will set out a structured, rigorous and budget driven sales plan to help us blow past our goals. We are looking for a builder and a leader with boundless energy who can motivate their team with a bottom line orientation. This position is a key hire within our growing organization and the successful candidate will be counted on to grow with the Company and to take on ever larger leadership positions over time.

Requirements

- 10+ years experience in sales with at least 3 years in a senior sales role where you have hired and managed a national team of direct reports
- Experience in golf or in the business of sports preferred, but the core criteria is exceptionalism in building and growing sales teams and hitting and exceeding sales targets
- Self-motivated and self-directed
- Strong interpersonal and communication skills
- You will fit in with our culture, values and team. We are small and entrepreneurial. We are happy. We all get along. We like to laugh but we are serious minded about our mission.
- Ability to lead, mentor and develops others
- Passion for the game of golf
- Chicago based candidates preferred

Specific responsibilities include:

- Development of a strategic sales plan based on company goals and metrics that will promote continual sales growth
- Sales results of the entire organization that meet or exceed the approved sales plan
- Development of key relationships, partnerships and alliances in the industry that lead to sales results
- Positive and effective leadership of the sales organization, including strong management, mentoring and training of all sales staff
- Defining and measuring all company metrics related to sales, including a current and realistically accurate sales pipeline
- Frequent and efficient use of the company's CRM tools, particularly Salesforce
- Continual networking in the industry to maintain a pipeline of potential candidates for both FTE and Regional sales positions, with focus on prioritized markets

Compensation:

- Market comparable total comp package, driven by commission plan for meeting and exceeding goals
- Company equity

Interested candidates should forward a cover-letter and resume to resumes@digitalgolftech.com with "VP of Sales" in the header.

No recruiters please