



Dormie Workshop- Junior Sales Representative

ABOUT

Dormie Workshop is an innovative leather accessory business, specializing in bespoke handmade golf products. Brothers and PGA Professionals Jeff and Todd Bishop created Dormie Workshop in the fall of 2014 based upon three principles: innovative design, highest quality craftsmanship and industry leading customer service.

Our employees enjoy a work culture that promotes equality and respect.

JOB SUMMARY

Dormie Workshop is looking for a junior sales representative to join our team in our Halifax office! This person will actively seek out and engage prospective customers to sell our product and/or services, assist in Website Sales, Custom Sales, and handle in-store sales activities.

The ideal candidate is results-driven, hungry for customer acquisition, and passionate about contributing to top-line revenue growth. Having an unhealthy obsession with golf is considered an asset!

Will Train for position.

RESPONSIBILITIES include, but are not limited to:

- **Demonstrate, promote, and sell Dormie Workshop's products and services** - Strategically present functionality and key value propositions to prospective customers.
- **Develop and foster relationships** - Maintain close communications with prospects to close sales and promote customer retention.
- **Meet and exceed targets** - Achieve monthly and quarterly individual and team goals for new customer acquisition.
- **Track progress and results** - Record prospect interactions and track goal attainment in our production board
- **Interact and Engage with clients** - sell inventory, and help get clients set up in our new Simulator/Retail space when rented out
- **Inventory checks** - daily counts of all products carried in store

COMPENSATION AND BENEFITS

- \$38000/year
- Dormie Workshop benefits include health care for Full Time Employees.

APPLICATIONS

Deadline is Jan 31st.

Interested candidates are invited to submit their resume and covering letter to Matt at mstewart@dormieworkshop.com

We thank all applicants in advance however only candidates selected for interviews will be contacted.