

Outside Sales Job Description

OVERVIEW

Be a part of a growing industry with great potential to close deals and make \$\$\$ selling Golf, Transportation and Utility vehicles. Cart Mart, Southern California's oldest and largest golf and industrial cart distributor is seeking an experienced equipment sales person to handle an established territory. This candidate will have the opportunity to sell the top brands in the industry including Yamaha, Fairplay and Taylor-Dunn Golf, Transportation and Industrial Vehicles. Explore new industries, meet interesting people and see interesting places. To be successful selling golf and industrial vehicles, you must be self motivated, persistent, very organized, friendly, honest, and driven to make money.

Salespeople at Cart Mart are equipped with the resources to be successful managing new and existing business. Salespeople are provided a company truck and expected to demonstrate vehicles to clients all over the San Diego, Orange and Imperial Counties. Sales experience in material handling or similar industries a plus!

What We Offer:

When you join the Cart Mart family, you'll be part of a leading Golf, Transportation & Utility Vehicle distributor that offers:

- Established Company with over 35 years in business
- Healthy Draw plus commission
- Medical and dental insurance
- Company paid life insurance
- 401K
- Employee discount program on store merchandise
- Industry training
- Fast-paced, friendly work environment
- Rewarding work that uses your problem-solving skills to handle customer needs
- Represent international brands known for excellent quality and service
- Respected reputation for honest & fair business offering superior quality parts & service.
- We are family owned and operated!

Requirements for the position:

- You will have direct contact with our customers and therefore neatness in personal appearance and the ability to establish and maintain good relations with customers by providing courteous, efficient and professional service is a must.
- 5+ years of outside sales experience. Heavy equipment, forklift or industrial equipment sales experience a plus.
- Willingness to get your hands dirty by pulling a trailer, able to lift up to 50 lbs.
- Must be computer literate. With knowledge of MS Word, Excel and Outlook.
- Clean record and willing to participate in drug & alcohol screening.
- Bilingual in Spanish is also a plus!

Our Philosophy

"At Cart Mart know our customers. We don't just make a deal and move on; we take an interest in our customers and build relationships that last. We make sure that our

customers have confidence in us that we will handle service problems promptly and efficiently. TAKE CARE OF THE CUSTOMER. Be thorough, follow through and be helpful- always."

About Us

Cart Mart Inc. is a leading distributor of Yamaha, Fairplay and Taylor-Dunn Golf, Transportation and Utility Vehicles. What started in El Paso, Texas in 1959 as a hobby for Ben Bellman has bloomed into one of the oldest and largest golf and industrial car distributors in the country.

Cart Mart specializes in the sales of custom golf and industrial vehicles including new and used equipment, on site service, preventative maintenance programs, replacement parts and special event rentals. Our success lies in the fact that at Cart Mart, we do everything In-House. Under our own roof, we maintain a first-class paint and body department which includes upholstery, fabrication, motor reconditioning, parts, service, rentals and storage. Our showroom always showcases a variety of custom and standard golf and industrial vehicles for work or play.

Our Service

Our Service Department is unparalleled in the industry. We maintain the largest fleet of Service Trucks on the road. And because we can come out to you, this makes on site repairs quick and easy. Our Preventative Maintenance Programs also are convenient and affordable and when you are on a PM, you are always guaranteed priority scheduling, for faster response.

Our Rentals

We have over 400 various golf, transportation and utility vehicles in stock, ready for rent at all times. Our custom delivery trucks and trailers can deliver up to 26 golf cars at once lowering freight costs and offering the most efficient load in/out possible.

Our Parts

Our Parts department is impressive and we carry new and reconditioned replacement parts for all major brands, including batteries, tires, and aftermarket accessories. Parts and accessories can also be purchased online at www.cartmart.com.

Some of our diverse customers include: Schools, hospitals, municipalities, military, golf courses, shopping centers, apartment homes, builders (commercial & residential), stadiums, hotels, resorts, mobile home parks, convention centers, event planners, athletic teams, airports, manufacturers, self storage, casinos, fairgrounds, and of course - private individuals who use golf cars for just about anything.

You will find the atmosphere at Cart Mart welcoming. Our experienced staff will help guide you in finding a vehicle that best suits your needs, at a price that suits your budget.

Please send your resume to resume@cartmart.com.

Thank you.