



DIRECTOR OF SALES

Who Are You?

As our Director of Sales, you will spearhead our sales operations, focusing on expanding our Class B RV market share and driving revenue. This role is crafted for a goal-oriented leader passionate about building and leading high-performing sales teams to achieve ambitious targets.

Role Overview

The Director of Sales is instrumental in developing and executing the sales strategy under the strategic direction set by the Head of Sales and Marketing. You are tasked with leading the direct-to-consumer and business-to-business sales functions, managing the sales team, and establishing key partnerships to fuel our growth.

Essential Functions

- Collaborate with the Head of Sales and Marketing to align sales strategies with overall business objectives.
- Lead the sales team to exceed sales targets through effective training, mentoring, and performance management.
- Develop and maintain strategic relationships with key stakeholders and partners in the RV market.
- Utilize market research and sales data to identify growth opportunities and optimize sales efforts.
- Provide accurate sales forecasts and insights to inform strategic decisions and budget allocations.
- Develop, plan, and execute an effective event and show strategy

Ideal Experience

- Strong background in sales management, with a demonstrated ability to drive revenue growth.
- Experience in the RV or automotive industry, with a deep understanding of the market and customer needs highly preferred.
- Proven leadership fostering team cohesion and motivation.
- Skilled in negotiation and relationship building.

Core Traits

- Assertive and Open Minded
- Self-aware
- Ambitious
- Authentic
- Not assholes

Physical Requirements

- Must be able to sit/stand for extended periods.
- Flexibility to work in varying environments, including occasional visits to outdoor locations or events.

The Nitty-Gritty

Job Type: Full-time, Salary

Schedule: May vary week to week depending on business needs

Base Wage \$90,000 DOE with Performance-Based Bonuses

Benefits: Health, Dental, Vision, Wellness/Fitness, 401(k), FTO

Job Location: Primarily Rifle, CO with some opportunity for remote work

To apply, please send your cover letter and resume to careers@dmvans.com, showcasing why you are the perfect fit for leading our sales into the future.