

Job Title: Southern Region Sales Representative

Location: South, USA (General: FL, GA, TX, AL, SC, NC), Contract, Part-Time

Company: Buell Motorcycle Co.



About Us: Buell Motorcycle Co. is an iconic American motorcycle brand known for its high-performance super sport bikes. Formerly a part of Harley Davidson, we are now independently owned and driven by innovation and passion for creating exceptional motorcycles. With exciting new models, including cruisers and touring bikes, we are expanding our footprint and looking for dynamic individuals to join our team.

Job Summary: We are seeking a motivated and experienced Sales Representative to cover the South region. The ideal candidate will have a deep passion for motorcycles, a strong sales background, and a thorough understanding of the motorcycle industry. You will be responsible for driving sales growth, developing dealer relationships, and promoting our brand in your territory. We are open to working with an individual with an already established network and represents multiple brands and/or products.

Key Responsibilities:

- **Network Development:** Develop and grow a strong South regional network of premium Service Centers and Premium Dealer Partners that are eager to grow with the Buell brand across a wide range of products.
- **Dealer Relations:** Develop and maintain strong relationships with service centers and dealer partners to maintain continuity and brand partner relations. **Sales and Revenue Growth:** Achieve and exceed B2B sales targets for the South region.
- **Brand Promotion:** Represent Buell Motorcycle Co. at regional events, trade shows, and customer gatherings.
- **Market Analysis:** Conduct market research to identify trends, opportunities, and competitor activities; report findings to management.
- **Customer Engagement:** Engage with customers to understand their needs and preferences; provide exceptional service and support, aide in B2C sales at a regional level.
- **Product Knowledge:** Maintain in-depth knowledge of Buell Motorcycle Co.'s product lineup, including technical specifications and competitive advantages.
- **Sales Reporting:** Prepare and submit regular sales reports, forecasts, and market feedback to senior management.

Qualifications:

- **Experience:** Minimum of 5 years of sales experience, preferably in the motorcycle, powersports or aftermarket industries.
- **Industry Knowledge:** Strong understanding of the motorcycle market, including current trends and customer preferences.
- **Passion for Motorcycles:** Genuine passion for motorcycles and the motorcycle lifestyle. Ideal candidate would be a rider.
- **Communication Skills:** Excellent verbal and written communication skills; ability to present and sell to a wide range of audiences.
- **Travel:** Willingness to travel extensively within the South region.
- **Self-Motivated:** Highly motivated, results-oriented, and able to work independently.
- **Education:** Bachelor's degree in Business, Marketing, or a related field is preferred but not required.

Compensation:

- Base \$1,000 per week for the first 3 months, \$500 per week after the initial 3 months.
- Commission on units sold, volume bonuses & bonuses on signed partnership agreements.

What We Offer:

- Competitive salary and commission structure.
- Opportunity to work with an iconic brand in a dynamic and growing market.
- Supportive and enthusiastic team environment.
- Potential to transition to full-time role as the company grows.

How to Apply: Interested candidates should submit their resume and a cover letter detailing their relevant experience to careers@buellmotorcycle.com

Join Buell Motorcycle Co. and be a part of our journey to redefine performance and innovation in the motorcycle industry.