



COMMERCIAL
RECREATION
SPECIALISTS

Serious About Fun Commercial Recreation Specialists

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|---------------------------------|---|--------------------------|-----------------|
| Job Title: | National Business Development Specialist | Job Category: | Sales |
| Department/Group: | Project Channel | Exemption Status: | Exempt |
| Location: | US | Travel Required: | Travel Required |
| Level/Salary Range: | Base + Commissions + Bonuses | Position Type: | Full-time |
| HR Contact: | nate@crs4rec.com | Date Posted: | 8/26/22 |
| Will Train Applicant(s): | Will Train Applicant(s) | Posting Expires: | When filled |
| External Posting URL: | https://crs4rec.com/about/careers/ | | |
| Internal Posting URL: | https://crs4rec.com/about/careers/ | | |

Applications Accepted By:

EMAIL:

info@crs4rec.com

Subject Line: National Business Development Specialist

MAIL:

Vice President – Business Development
RE: National Business Development Specialist
Commercial Recreation Specialists
807 Liberty Dr #101
Verona, WI 53593

Job Description

Calling All FunMakers... Ask any member of our team, they will tell you working at CRS is a dream job (then again, we may be a bit biased). We measure our success by the success of our customers, offering turnkey solutions that not only achieve goals but surpass them. Our goal is to maximize the business potential of each customer as we strive to be the premier resource for everything recreation. Simply said, we at Commercial Recreation Specialists are providers of FUN.

If you think you have what it takes to become a CRS FunMaker, we're always looking for people who want to join the fun. We encourage you to get in touch — new opportunities are always right around the corner!

ROLE AND RESPONSIBILITIES

CRS is looking to bolster its already successful team with fresh, new talent. As the National Business Development Specialist, you have a “hunter” mentality and thrive off developing new client connections and growing our existing relationships with national and multiple location accounts. You will be an essential part of larger design and project opportunities for all divisions of CRS and will be responsible for understanding the clients’ business, estimating project costs, closing deals, and repeat business.

You will work closely with CRS’ President, Vice Presidents, Design Studio, engineers, sub-consultants, Project Coordinators, and Recreation Specialists to serve clients in the following segments: municipal government, campground and RV resorts, summer camps, and resorts around the US. You will have opportunities to attend regular national trade shows, and will handle incoming and outbound sales calls, work with the Design Studio by CRS, and manage relationships. You will strategically work with CRS’ team of Recreation Specialists and installers who advise, design, sell, and install products such as master plans, splashpads, aquatic structures,

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inflatable Aqua Parks, playgrounds, shade/shelter structures, and other recreation and site amenities that meet our clients’ recreation needs and budget.

Key responsibilities and success factors include:

- Ability to understand businesses, goals, strategies, and recreation ROI
- Project estimating & proposal writing
- Tailoring recreation solutions to meet clients’ goals
- Networking
- Sales calls
- Trade Shows (local, regional, and national associations)
- Presentations at trade shows with specifying companies (engineers, architects, and prospects)
- Needs Analyses/Sales Meetings
- Account and light project management
- Understanding the recreation industry, and/or outdoor hospitality

QUALIFICATIONS AND EDUCATION REQUIREMENTS

You must be a person of high character, integrity, and honesty; have the ability and willingness to be a part of a team; be insatiably curious and have the capacity to learn; have a tremendous work ethic with the willingness to do whatever it takes to serve the client; hold yourself accountable for your growth and success; manage your time effectively; exhibit exemplary communication in person, on the phone, and in writing; and be serious about fun! Additionally:

- Previous successful sales and/or business experience
- Proficient in Microsoft Office Suite
- High School Diploma required
- Ability to use systems, follow processes, stay organized, manage time, and work independently

PREFERRED SKILLS

- Familiarity with the camping and RV park, resort, attractions, summer camp, and concessionaire markets
- Presentation experience
- Understanding of the design, engineering, permitting and construction process
- Experience with resorts in various areas of the US and climates
- Experience with and understanding of RFP/bid processes
- Comfort with mechanicals, electrical, plumbing, concrete, requirements for RV sites
- College degree (in a related field a plus)
- Experience reading construction documents: plan sets and specifications

ADDITIONAL NOTES

Regular travel required by car and plane; successful candidate must provide vehicle for this position (mileage reimbursement offered). Overnight travel will be required for site visits, trainings, trade shows, presentations, and sales.

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| Reviewed By: | Ryan Hartberg | Date: | 7/21/22 |
| Approved By: | Name | Date: | Date |
| Last Updated By: | Ryan Hartberg | Date/Time: | 8/26/22 |