



Ways To Find Boat Sales Jobs

Are you a sales professional who loves boating, or if given a chance would love it? Have you considered combining these two interests into one great job? Boat sales is one of those cool sale jobs that can get you excited about going to work and fortunately, if you are anywhere near the coast, a lake or a river, you will be able to find sales opportunities as well.

Often we think of boat sale as being conducted in the show rooms of boating retailers, however manufacturers also need sales people to sell to retailers. In fact, since the retailers need to have new models in order to sell them, working for boat manufacturers as a sales person can actually be easier than selling directly to the public. Of course, every manufacturer and retailer will have a different way of doing business, but for the most part, if you work for a good manufacturer who has reasonable terms of service, you can do well selling wholesale.

However, you may prefer to deal directly with the public. Retailers need sales people to sell to customers and even in tough times there are usually people who have the wherewithal to spend big on luxury items. Retail sales professionals don't just sell boats they sell the feelings that owning a boat will give someone. The wind in the hair, the smell of salt (if you are on the coast), and sheer relaxation are the benefits that a good sales person will sell along with the boat. If you are a top sales person you can earn a very good income selling retail. Salary packages differ from employer to employer, however, many retailers offer a base salary plus commission which makes it possible to earn a high income if you are good at what you do.

The first step in your boat [sales job search](#) is to contact both the manufacturers as well as the retailers. Send an introductory letter detailing your interest in working for them in a sales capacity and point out any relevant experience and industry knowledge. Give the letter a week to arrive and be read and then follow up with a telephone call. Ask for an interview even if there are no current vacancies. Even if they are reticent, try to sell them on the idea. You will probably end up with at least a few appointments as a result and you may end up with a job offer.

The second step (if the first didn't immediately work) is to search for [sales jobs](#) online. Specialist sales job sites and large, general job sites are both excellent places to source

sales jobs. You can search by category, location and salary and you can also do advanced searches on many sites for specific types of jobs. Many sites also allow you to apply online and upload your resume and letters of application. This makes the job search process more immediate, saving time and money. You can also request an email alert to inform you of any new jobs that become available which would suit your requirements.

Next don't forget the newspapers. You never know when you are going to see just the right job so read through the job ads at least once a week. Choose the largest regional newspaper on the day of the week it has the most employment ads.

Read boating magazines as they advertise everything connected to the industry including jobs. They also contain helpful articles about makes and models, accessories, maintenance, and boating destinations, which can help you during your job interview and most certainly once you are employed as a sales person. When employers advertise in either an industry magazine or a publication for enthusiasts, they know they are reaching people already involved or interested in their products. You may find the best sales jobs advertised in these publications.

You might be surprised to know that there are also recruitment companies, which specialize in sales employees. Most of us are aware of employment agencies that supply accountants or computer professionals to clients, but there are also those who supply experienced sales professionals. It can pay to contact them and ask if they ever recruit boating sales professionals or, more importantly, if they have any current jobs in the boating industry. You never know, you might ask at just the right time. You can also check their websites to peruse the job ads as well as upload your resume directly on their site.

One of the most effective ways to introduce yourself to manufacturers and retailers is to visit boat shows or fairs.



Sales Career Profile

Take the opportunity to not only look over the different boats but also to introduce yourself and ask advice on whom to speak to about a job. You may find yourself talking to the boss in a friendly environment, which is conducive to being given a sales opportunity.

A sales job search requires the same amount of persistence and determination as any other job search. You may not get a job offer in the first week of your efforts or even in the first month or two, but if you stay with it and don't become discouraged you will eventually receive the sort of job offer that will give you a cause to celebrate.

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