

Sales Director – Racing Industry

Location: Hybrid

EPARTRADE is seeking an experienced, highly motivated Sales Director to join and expand our sales team as we continue to grow our global network of suppliers and industry partners.

EPARTRADE is the global B2B platform dedicated to the performance and racing industry, connecting more than 75,000 industry professionals and 36,000+ businesses across 125+ countries. Our mission is simple: **The Racing Industry. Every Minute. Every Day.**

The Position

The Sales Director will be responsible for developing new business and growing supplier participation on the EPARTRADE platform. **This position will report directly to the VP of Sales.**

This is a hands-on sales position for someone who understands relationship-driven B2B sales and is comfortable prospecting, developing opportunities, presenting solutions and closing business.

You will work with manufacturers, suppliers and service providers throughout the industry, helping them use EPARTRADE to increase their visibility, promote their products and technology, communicate with buyers and generate new business throughout the year.

Key Responsibilities

- Develop and close new supplier accounts
- Identify and prospect manufacturers, suppliers and service providers
- Build relationships with key decision-makers throughout the racing industry
- Present EPARTRADE's platform, marketing and promotional opportunities
- Develop opportunities for supplier upgrades, advertising, webinars and other programs
- Maintain and manage an active sales pipeline

- Follow up consistently with prospects and existing industry contacts
- Represent EPARTRADE professionally at industry events and trade shows
- Work closely with the EPARTRADE team to identify new sales opportunities and support continued growth

The Ideal Candidate

We are looking for someone who:

- Has a strong background in B2B sales and business development
- Is a proven self-starter who can develop and close new business
- Is comfortable with prospecting, phone outreach, email outreach and online presentations
- Understands how to sell marketing, digital platforms, media, sponsorships or related B2B services
- Has excellent communication and relationship-building skills
- Is organized, persistent and comfortable managing a sales pipeline
- Has experience in the automotive or racing industry — highly preferred
- Has an existing network within the racing industry — a major plus

About EPARTRADE

Launched in 2018, EPARTRADE was created to give the performance and racing industry a dedicated business platform that operates year-round.

Today, EPARTRADE connects buyers with suppliers, products and technology, 24/7, worldwide. The platform serves 75,000+ industry professionals and 36,000+ businesses across 125+ countries.

If you are passionate about sales, understand the value of building long-term industry relationships and want to play an important role in the continued growth of EPARTRADE, we would like to hear from you.

Interested candidates are invited to submit their resume and a brief introduction outlining their relevant sales and industry experience at: jobs@epartrade.com