



## JOB POSTING

### About Proactive Training Solutions

Proactive Training Solutions works with the best dealerships in the country to help them sell more cars, close more deals, and build better leaders. We are growing fast and looking for a top performer who wants to grow with us.

We don't hire people who need to be managed. We hire people who want the money, the lifestyle, and the freedom that comes from being the best.

### The Role

We're hiring a Dealer Growth Strategist to help us grow our client base and take the Company to the next level. This is a pure sales position. You will find new dealer partners, connect with them, show them the value of our training, and close business that lasts.

If you've worked in a dealership and know the game, but you're ready for something bigger, this is it. You'll sell the top automotive training platform in the country, ADAPTVT, and our live Management by Fire events.

You'll talk to Dealer Principals, General Managers, and BDC Directors every day. You'll have full control of your pipeline, your income, and your results.

### What You'll Do

- Call, email, and connect with dealership leaders daily
- Run discovery calls to understand how they operate and where they need help
- Present our training solutions with confidence and energy
- Build and send proposals that close
- Follow up with consistency and purpose
- Track all your activity in HubSpot CRM
- Reconnect with past clients and old leads
- Represent Proactive at Management by Fire and other industry events

### Who You Are

- You've worked in or around a dealership and understand what makes one great
- You're young, hungry, and driven
- You don't need anyone to tell you what to do next
- You take pride in your work and your results
- You're competitive, confident, and not afraid to pick up the phone
- You want a career that rewards hustle and skill, not time served



## Requirements

- 2–5 years of automotive, BDC, or B2B sales experience
- Proven success in hitting or exceeding sales goals
- Confident selling on the phone, video, and in person
- Strong written and verbal communication skills
- Experience using CRM tools (HubSpot preferred)
- Understanding of dealership operations and decision makers

## Compensation

Base Salary: \$55,000 to \$65,000 based on experience

## Commission:

- 10% of first-year subscription revenue you close
- 3% on renewals for your clients
- \$500 bonus for each Management by Fire attendee converted to a subscription

Expected Earnings: \$100,000 to \$120,000+ in your first year with strong performance

## Benefits:

- Health, Dental, and Vision Insurance
- 401(k) with profit sharing
- Paid holidays and vacation
- Birthday PTO
- Annual company retreat (RamTreat)

## First 90 Days

- Learn the Proactive story and master our training programs
- Build an active pipeline of 40 or more dealership opportunities
- Close your first 5 new subscriptions
- Establish your sales rhythm and daily routine

## Why You'll Love It Here

This company rewards people who take ownership. You'll have real freedom, direct access to leadership, and the ability to grow fast. We'll give you the tools, training, and support you need, but it's on you to make it happen.

If you've got the drive, discipline, and dealership background, you'll thrive here.



Apply now at [careers@proactivetrainingsolutions.com](mailto:careers@proactivetrainingsolutions.com)