



JOB DESCRIPTION

APEX Pro is expanding and looking for a Vice President of Growth. This position is ideal for someone who enjoys doing something different every day and helping customers have success using APEX Pro products. The VP of Growth will work directly with the founding team on several aspects of the APEX Pro business. This is an excellent opportunity to work at a startup, earn equity, and grow your career with a fast-paced technology company.

Our VP of Growth will perform the following tasks:

Administrative – Manage sales, warranties, and repairs.

Media - Social media posting & campaigns, increase YouTube presence, help design paid content platform, create email campaigns (Mailchimp), liaison with distributors by sharing videos and media packets.

Customer Service – Respond to customer emails promptly, answer calls, make calls when necessary. Requires significant time investment in learning APEX Pro products.

Dealer Communications - Consistent dealer-focused communications. Email details about every app update, new products & features. Publish blog posts, share content, create custom content when necessary, and help create ad campaigns. Travel when necessary to learn the APEX Pro product and customer.

THE IDEAL CANDIDATE

- Can work independently
- Self-motivated to develop and apply new processes and systems
- Experience working in the Motorsports industry
- Is comfortable with occasional public speaking in crowds of 30+ people about APEX Pro



Director of Growth

DESIRED QUALIFICATIONS

- Open to any level of education; for us, it is about the experience and personal drive
- 3yrs. of Sales experience or more is ideal
- Proven track record with references
- Bonus: Driving and/or instructing experience on the race track

OFFER DETAILS

- Job Type: Full-time, located in our Birmingham office. Normal hours are 8am – 5pm, Monday – Friday
- Some week and weekend travel required. We believe in face to face meetings and being trackside with customers
- \$50,000 Base Salary
- Relocation payment is negotiable
- 100% Health insurance paid for the employee
- Opportunities for performance-based compensation
- A path to equity ownership of 5% over two years after employed for twelve months
- Flexible Work/Life Balance. We believe in a family first culture
- Potential to attend, bring your car, and drive at track days for free or reduced cost

APPLICATION PROCESS

Please Include:

- Cover Letter
- Resume
- Are you willing to relocate to Birmingham, AL?
- Earliest available start date

Submit application to Apex@apextrackcoach.com