

**Job Title:** Vice President of Sales and Growth

**Location:** Bowling Green, KY

**Application Instructions:** To apply, please complete the Culture Index Survey and email your resume to [Ron@bgchamber.com](mailto:Ron@bgchamber.com). Culture Index: <https://go.cultureindex.com/p/XTUgkJYiQ5uL8Dmay>

**Deadline for Applications:** Sunday, June 22, 2025

**Position Description:** Are you a bold, entrepreneurial leader ready to drive revenue and scale impact across a dynamic, mission-driven organization? We're looking for a visionary who can build relationships, lead high performance teams, and own the number. If you thrive in a fast-paced environment with urgency, data-driven decision-making, and cross-functional leadership, you might be the right fit to execute our ambitious growth agenda.

The Vice President of Sales and Growth is a high-impact, high-visibility role responsible for shaping the financial future of the Bowling Green Area Chamber of Commerce—an award-winning, nationally recognized organization located in one of the fastest-growing regions in Kentucky. As the chief strategist and executor of all revenue-driving initiatives, you will be entrusted to build and scale the Chamber's sales, marketing, events, and investor engagement efforts to meet ambitious goals. You will report directly to the President/CEO and work closely with cross-functional leaders across economic development, talent, and operations. You will lead a team responsible for strategic events, marketing, and sponsorships while spearheading efforts to increase recurring revenue streams from investors and corporate partners. You will also play a critical external-facing role—presenting to key stakeholders, cultivating new relationships, and reinforcing the Chamber's brand with confidence and charisma. This is a role for someone who thrives in environments that reward autonomy, quick decision-making, and execution under pressure. If you're excited to put Bowling Green on the national stage and help scale an organization making measurable impact, this is your seat.

**Key Responsibilities:**

- Develop and execute a comprehensive revenue generation strategy across all business lines.
- Lead, mentor, and inspire a cross-functional team including sales, marketing, and events.
- Own revenue goals and deliver results through metrics-driven oversight.
- Build and nurture relationships with key partners and stakeholders.
- Align internal teams and campaigns around a bold, clear sales vision.
- Leverage data and analytics to forecast trends, refine strategies, and scale impact quickly.
- Represent the organization with charisma and confidence in public-facing roles.

**Required Qualifications:**

- 10+ years in sales, marketing, or revenue-generating roles with progressive leadership experience.
- Proven ability to drive results and lead teams in a high-autonomy environment.
- Exceptional communicator and relationship builder who commands trust and influence.
- Comfortable moving quickly, iterating often, and executing with urgency.
- Proficiency in CRM platforms, financial modeling, and data-based sales strategies.