

JOB OPPORTUNITY

NYSTA, bringing the green industry right to your inbox.



OUTSIDE SALES REPRESENTATIVE I

John Deere Landscapes is the nation's largest distributor of nursery, irrigation, outdoor lighting, landscape supplies, fertilizers, turf protection products, grass seed, turf care equipment, and golf course accessories. Our mission is to be the distributor of choice for green industry professionals. We currently employ more than 2,000 employees in over 450 locations throughout North America.

We are seeking an experienced **Outside Sales Representative I** to join our team in **Central Islip, NY**. This position manages the relationship and sales growth of the existing and potential customer base of branches within an assigned geographical area (less complex markets and lower volume of business - \$6 million or less). Develops branch employees within the area, manages sales programs and builds customer relationships in an effort to meet or exceed the sales objectives of the branch/MSA.

Duties and Responsibilities:

- Manages the existing and potential customer base within an assigned geographic area/market.
- Supports the efforts of the Commercial Lead Services department in job lead management.
- Communicates, supports and manages company sales and marketing programs to the existing and potential customer base.
- Assists the customer base as needed in product training, troubleshooting, service issues, etc.
- Assists the Credit department in procuring necessary customer information in order to facilitate sales.
- Maintains knowledge and awareness of the competition, key competitor employees, market size, market conditions and trends within the assigned area of responsibility.
- Supports the industry through participation in local chapter meetings and events in order to develop a strong working relationship with local manufacturer representatives.
- Maintains consistent communication with the local branch and area management team.

Qualifications:

1. Degree in a business/management discipline or an equivalent combination of education and experience.
2. One to three years of experience in the irrigation industry
3. Demonstrated track record of developing self to drive and achieve sales objectives.
4. Possess knowledge, which may include wholesale sales experience or field installation experience.
5. Proven record of success pursuing, building, and maintaining customer relationships that grow revenue.
6. Basic computer skills - Excel, Word, Outlook.
7. Strong communication, organizational, time management and negotiation skills.

To Apply:

Please visit our Career Center at <http://jdl.submit4jobs.com/> and complete the online application.

The information contained herein is not intended to be an exhaustive list of all responsibilities, duties and qualifications required of individuals performing the job.

Our company offers competitive compensation, opportunities for advancement, and exceptional benefits, including medical/dental/life insurance, 401k, paid time off, tuition reimbursement, product discounts, and more. We are proud to be a Drug Free Workplace and Equal Opportunity Employer.

New York State Turfgrass Association

PO Box 612, Latham, NY 12110 | (518) 783-1229 | (518) 783-1258 Fax | www.nysta.org