

OUTSIDE SALES REPRESENTATIVE

If you are looking for a unique **Outside Sales Representative** position in the *greenhouse, garden center, landscape, and nursery* industry, then continue reading to learn more about Carlin Horticultural Supplies and this position.

You want to use your knowledge and skills in the grower/greenhouse industry and find a career position.

- You highly desire Work-Life Balance. You'd like to stop working long exhausting hours during the busy season.
- You have natural sales ability, exceptional listening skills and thrive on the "Sales Call" with the customer.
- You are knowledgeable and willing to continue to learn about growing and landscape supplies.
- You have strong computer skills and are often commended for your accuracy.
- You are detail focused and value a collaborative team environment.

Carlin Horticultural Supplies is a family business. The family has been in the horticultural industry since the early 1900's. Carlin Horticultural Supplies is the complete WHOLESALE supplier for greenhouse, garden center, landscape, and nursery businesses, providing superior customer service and offering the best products available.

Carlin Horticultural Supplies is currently seeking an Outside Sales Representative to join our team at our St. Paul, MN location at 1375 Trout Brook Circle.

Outside Sales Representative Position Purpose

- Responsible for representing Carlin Horticultural Supplies products and services to the Green Industry.
- Effectively manage, service, and develop accounts to ensure the achievement of established sales and service goals.
- Manage an assigned territory with the Inside Sales Representative.
- Use and advance your knowledge of the Green Industry.

Essential Job Responsibilities for Outside Sales Representative Position

- Present a friendly, courteous, and positive attitude while representing Carlin Horticultural Supplies to our internal and external customers.
- Able to set a sales plan, with the desire to grow professionally.
- Excited about developing new customers and increasing sales.
- Make in person sales calls and contacts as assigned to develop relationships, actively sell products, promote company events or special promotions.
- Obtain customer requirements and product specifications for quoting/pricing of needs. Take and solicit sales orders from customers and process them.
- Ability to travel daily and manage some overnight travel.

What We Offer our Outside Sales Representative

- Work-Life Balance! We don't work long hours during the busy season.
- Competitive benefits package includes health, dental, vision, life insurance.
- Bonus program, Paid holidays, Paid Time Off (PTO) and 401k.
- Opportunities to grow and advance within the company.

Education and Critical Skills/Experience Outside Sales Representative Candidate

- Education: A College Diploma with "Green Industry" sales experience preferred.
- Experience: Outside Sales experience required. Preference for sales experience and horticultural background.
- Special Skills: selling skills, listening skills, customer relations, communication skills, organizational and self-motivation skills, math skills and computer competence.
- Work Schedule: You will be required to meet customer and company performance expectations.
- Must have a valid driver's license.

If interested, please send cover letter, and resume to Bill Koehn, bkoehn@carlinsales.com