

OUTSIDE SALES REPRESENTATIVE PLANT MATERIAL / PLANT PROTECTION

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, plant protection products and plant material.
- 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 **Plant Material / Plant Protection** team at our Milwaukee, WI location at 8170 N. Granville Woods Road.

Outside Sales Plant Material / Plant Protection Representative Position Purpose

- Responsible for representing Carlin Horticultural Supplies products and services to the Green Industry.
- Effectively support, service, and develop accounts to ensure the achievement of established sales and service goals for the Plant Material / Plant Protection product categories.
- Use and advance your knowledge of the Green Industry.

Essential Job Responsibilities for Outside Sales Representative Plant Material / Plant Protection Position

- Present a friendly, courteous, and positive attitude while representing Carlin Horticultural Supplies to our internal and external customers.
- Develop, support the Plant Material / Plant Protection product categories with the Outside and Inside Sales Representatives.
- 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, attend industry trade shows, attend industry association meetings, 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