

Position Title: Landscape & Masonry Products Sales Representative (full-time)

Department: Sales

Reports to: Sales Manager

Employment Status: Salaried Position, Monday – Friday

Sales Travel: Representative to use their own vehicle in conjunction with company's mileage reimbursement program.

Sales Tools: Company laptop, cell phone, product samples provided

Territory: Minnesota

Experience: 3-5 years sales experience in either landscape or masonry products preferred. Product training provided with 8 to 12 weeks city desk internship required to learn computer, process and procedure prior to moving to outside sales.

Compensation: Base salary will depend on experience, paid quarterly commissions, paid vacation & holidays, and benefits included.

POSITION SUMMARY:

The sales representative is expected to master interpersonal skills and product knowledge, making continuous efforts to establish client relationships and maximize sales results for the company. Responsible for an existing assigned customer list of landscapers, masons, and the builders they do work for, along with new accounts as you grow your business. This individual will be tasked with selling landscape & masonry products while providing exceptional customer service on a daily basis. This role requires direct contact with clients and vendors including but not limited to providing quotes and estimates for customers projects, making regular visits to offices and job sites, attending and interacting at trade shows & events, educating customers on products, and proper installation practices.

REQUIREMENTS:

Ideal candidates must display a proven ability to work accurately and politely with a sense of urgency. Be a resource and problem solver for our customers and not just an order taker. You will be providing products and services on residential homes and commercial projects. Selling these visual products that anyone can see is very rewarding knowing you had something to do with it! If this is something that interests you, please inquire.

HOW TO APPLY: Visit www.hedberghome.com/jobs/ for postings and instructions.