



## **Agronomic Sales Representative – Job Description**

Sierra Pacific Turf Supply – Rocklin, CA

Title: Agronomic Sales Representative

Branch Location: Rocklin, California

Reports To: Sales & Marketing Director

Position Available: September 15, 2023

At Sierra Pacific, we are looking for an enthusiastic and well-organized individual to join our team in Rocklin, CA as an Agronomic Sales Representative! Sierra Pacific Turf Supply is a small family-owned business in the golf & landscape industry. We are looking for an agronomic sales representative to provide appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability. If you are interested in golf and would like to work in a fun fast-paced environment, then this is the job for you!

**Duties and Responsibilities:** To perform this job successfully, an individual must be able to perform the following satisfactorily; other duties may be assigned. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Present, promote and sell Agronomic supplies and products using solid sales tools to existing and prospective golf, landscape, and sports turf customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop, and maintain positive business and customer relationships.
- Reach out to customer leads to grow potential business
- Provide excellent customer service for internal and external customers
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.
- Analyze the territory/market's potential, track sales and status reports.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback, education, and training

### **Requirement, Skills & Qualifications:**

- Experience in a sales role or account management position
- Excellent communication and organizational skills
- Strong interpersonal and problem-solving abilities

- Ability to meet sales targets and territory growth goals
- Highly responsible & reliable
- Ability to work well under pressure in a fast-paced environment
- Bachelor's degree from four-year college or university; or one to two years related experience and/or training; or equivalent combination of education and experience.
- Valid Drivers License. PCA, QAL, or QAC necessary

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