

Sales Associate – Arbor Valley Nursery

The Sales Associate's responsibilities include developing strong relationships with customers, connecting with key decision makers within the market, answering customer queries, advising customers on plant materials and techniques, identifying new business opportunities with current customers, and creating business opportunities for new customers. In this role, you will liaise with cross-functional internal teams (including Inventory Management, Business Development, Operations, and other Sales departments) to improve the entire customer experience.

A Sales Associate should be an outgoing and persuasive individual who is very comfortable meeting new people. He/She must be optimistic and upbeat in appearance and attitude, flexible with others, and use a persuasive communication style. Ideally, individuals in this role will know how to meet ambitious team-wide sales goals and respond positively to unpredictable situations which can occur throughout the day. A successful Sales Associate will react quickly to requests and enjoy juggling multiple tasks simultaneously while collaborating with the Total Team to achieve goals and keep our customers satisfied and engaged with our organization in the long-run.

Responsibilities

- Communicate with the Customer
- Generate and Communicate the Quote
- Quote Follow Up (Like a Bulldog!)
- Finalize the Purchase Order (Win the entire project, be the one-stop source for quality materials)
- Plan the Delivery/Pick Up
- Coordinate with the Inventory Team
- Support Delivery/Pick Up
- Follow up with the Customer - Add Value – Prevent/Resolve Problems
- Win the Next Project – Help your Customers build their business!
- Accurately complete the administrative processes needed for the customer and the organization

Requirements

- Looking for personal and professional growth within the Nursery Industry
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including GCs, LAs, City Foresters, Landscape Supervisors and Owners
- Experience delivering customer-focused solutions
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation, and advising abilities
- Strong verbal and written communication skills
- CCNP a plus
- Solid industry specific sales software experience a plus