



Golf Sales Team Representative

We have an exciting opportunity for a motivated individual at Clesens, the leading turf and irrigation product and service provider in Chicago. We are seeking a motivated team member for a golf sales position that will primarily cover the southern half of Chicago selling fertilizer, control products, seed and related turf products. This is primarily a golf focused position, but may also include sales responsibilities in sports turf, park management and landscape fields. We are looking for a candidate with strong social aptitude that will develop long lasting relationships with his/her clientele. This candidate must be proficient in presenting and knowledgeable in the various turf & ornamental products and services we sell to our customers.

ESSENTIAL DUTIES

- Acts as a consultant to provide advice and support to customers in relation to their budget requirements.
- Develop customer specific solutions to help turfgrass managers with their agronomic issues.
- Responsible for the relationship development and business management of our existing customer's and business in the assigned territory as well as establishing new business.
- Travels throughout assigned territory to call on regular and prospective customers.
- Displays or demonstrates products using samples, catalogs, tech sheets or other sales tools to emphasize features and benefits on each call and can present these ideas to all persons who have an influence on the purchase of products in a professional manner.
- Quotes selling price and credit terms for potential orders and follow up.
- Ensures excellent service and follow-up on all customer accounts.
- Regularly engage and post on social media platforms.
- Develops an annual sales plan and objectives for growth.
- Prepares sales estimates and forecasts.
- Maintains weekly call plan to ensure that all customers have an appropriate frequency of sales contact.
- Develops and maintains an active prospect list and consistently prospects for new business.
- Stays informed on new products, pricing, and other general information.
- Maintains daily contact with internal associates/departments, vendor reps, and other outside sources as required.
- Communicates account activity to maintain a high level of follow through with credit, collections, and adjustments.
- Attends and participates in sales meetings.
- Maintains daily communication with Director of Sales, reviews sales targets and discusses initiatives/progress in assigned territory.
- Other duties as assigned

WORK EXPERIENCE AND OTHER REQUIREMENTS

- Minimum one year of job related experience from any of the following positions: Field Sales Representative, Customer Service Sales, Sports Turf Manager, Golf Course Superintendent
- or Minimum three years as an Assistant Golf Course Superintendent
- Must possess a valid driver license

EDUCATION REQUIRMENTS

- A two year Associates Degree or four year Bachelor's Degree from an accredited institution. Prefer degree in any Earth Sciences: Horticulture, Agronomy, Soil Science, Plant Pathology, etc.

DESIRED SKILL AND EXPERIENCE

- Must have the ability to operate a PC in order to utilize order entry software, CRM, e-mail software and Microsoft office products, specifically MS Word, Excel
- Ability to learn broad and specific knowledge of the organization's products, services and marketing techniques is required
- Must possess excellent customer service skills
- Must have excellent oral and written communication skills

SALARY, BENEFITS &

- Competitive base salary + commission, medical, and retirement savings plan with company match and profit sharing, life insurance
- Expense reimbursement, company vehicle, cell phone

Email Resume to:

Matt Kinnard, Director of Sales

Clesens

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