



**Position:** Grower Sales Representative

**Department:** Sales

**Territory:** ID/UT

**Reports to:** Western Regional Sales Manager

**FLSA:** Exempt

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**Job Summary:**

BFG Supply is an industry leader in wholesale greenhouse/nursery/lawn and garden distribution with 14 warehouses. We are looking for a positive, outgoing outside sales representative to help growers and related businesses in the Idaho and Utah markets. Based from your home office, with overnight travel required, our successful Sales Representative partners with their customers to understand their business needs and goals. The successful individual will also possess excellent organizational and communication skills with the ability to assist and market to their customers.

**Essential Job Functions:**

- Manage, develop, and grow your assigned sales territory.
- Build and develop on going relationships with your customers; understand and stay current on their needs.
- Develop BFG product knowledge in order to add value by finding matches of BFG goods and service that support the needs of your costumers.
- Function as a profitability consultant to your customers by offering suggestions to reduce costs and /or increase margin potential, growing space, etc.
- Help your customers keep up to date on territorial trends and market niches.
- Assist customers by keeping up to date on current and upcoming vendor programs and communicating this information to your customers.
- Improve your product knowledge by attending meetings, trade shows, etc.
- Provide relevant sales support to the Marketing team.
- Excellent and effective follow-up contact with customers to ensure satisfaction and obtain late order business.

**Knowledge, skills, and abilities required:**

- Strong customer service mentality.
- General knowledge of product lines.
- Strong PC skills and ability to learn new software.
- Excellent Communication skills.
- Ability to follow up and follow thru.

Please send resumes and references or questions to Greg Stone at: [greg.stone@bfgsupply.com](mailto:greg.stone@bfgsupply.com)