

Regional Wholesale Irrigation Supplier currently has an opening for an Outside Sales Representative for the Treasure Valley and Southeast Idaho territories.

**Job Summary:**

The Outside Sales Representative is responsible for establishing and maintaining profitable relationships with customers and for actively prospecting for new accounts and maximizing sales potential with existing customers.

As the outside Sales Representative, you are the primary external representative of our organization; you must convey a sense of expertise in our products and service capabilities. Because you will be in contact with current and prospective customers you are in a key position to influence their satisfaction and our company prosperity, this position requires tact, sensitivity, and professionalism.

**Responsibilities and Duties:**

**General and Administrative**

- Follow systems and procedures outlined in the company manuals.
- Participate as a key team player by supporting operations as needed – including, but not limited to, counter and warehouse help.
- Follow scheduled office hours - hours are 7:30am to 5:00pm summer and Saturday hours as scheduled, 7:30am to 4:30pm winter.
- Develop and implement processes to aid in the growth of our sales
- Prepare a weekly sales call report and monthly expense report – be accountable both with your time and expenses.
- Take-offs and quotes as needed
- Collections – if a customer falls behind on their account assist A/R in collecting all past due dollars
- Take initiative to learn new skills / take advantage of training opportunities

**Sales**

- Develop a strategic sales plan that identifies prospects and customers in your territory.
- Maintain Quick Sell Matrixes on a quarterly basis
- Develop a call schedule to adequately cover territory and provide reports and data on results. (This can be done via the call reports)
- Investigate and resolve customer problems in a timely manner
- Keep current on new technology
- Understand and comply with the sales systems / program in place
- Work to add 3 new accounts a month, prefer the mid-range company, \$80-100K at 30% GP

**Additional Duties**

This job description in no way states or implies that these are the only duties to be performed. You will be expected to follow any other job-related duties as requested.

**Qualifications**

- Irrigation / Landscape Industry Experience Preferred
- Organized, detail oriented, problem solver/critical thinker
- Strong interpersonal and communication skills (both written & oral)
- Ability to work well independently and as part of a team

**Benefits**

- Medical, dental, vision insurance

- Optional life and personal accident insurance
- 401(k) with company match
- PTO

**To Apply:** Please submit resumes to Gina Babbitt at [babbitt@dbcirrigation.com](mailto:babbitt@dbcirrigation.com)