

BAILEY

NURSERIES

Territory Sales Representative Southeastern MN, Eastern, IA, MO (except KC), AR, OK

Qualified candidate will exclusively represent Bailey Nurseries Inc. Develop and maintain a strategic sales plan for territory, which includes increasing existing sales as well as developing additional sales. Maintain regular communication with current and potential customer base. Establish and maintain a travel itinerary well in advance of planned travel. Maintain weekly communication with sales manager to report progress, market conditions, performance obstacles, competition, etc. Maintain daily contact with inside sales contact. Maintain regular communication with credit department, inventory department, shipping, traffic, order entry and production. Represent Bailey Nurseries Inc at various trade shows, industry association meetings and events, etc. acting as a role model for the nursery and the industry. Participate in and contribute to state and regional trade associations where applicable. Handle customer requests and concerns promptly and within company guidelines. Control all expenses within company guidelines. Maintain proper and safe operation of company property including vehicle, computer, office equipment within company guidelines. Attend at least two national sales meetings per year, or as scheduled by sales managers. Stay abreast of new plant varieties, growing techniques, equipment, advances in horticulture, etc. Other duties as assigned.

- BA/BS preferred; prior sales experience required.
- Comprehensive knowledge of Bailey products and systems.
- Comprehensive knowledge of nursery trade, including growers, garden centers, landscapers, horticultural distribution centers, etc.
- Proficient in Windows, Word, Excel, etc.
- Excellent communication skills, both verbal and written.
- Self-motivated, with the ability to work independently, in fast paced, competitive environment.
- Excellent problem-solving skills.
- Demonstrated ability to work well and efficiently with others.
- Ability to travel within territory, 60+ percent of year.
- Must live within territory, preferably near city with airport facilities.
- Valid driver's license and ability to meet company insurability standards always.

Additional Information

Work Location: Candidate must live within sales territory.

Please submit cover letter, resume & minimum salary expectations to: jobs@baileynursery.com