



INDUSTRIAL SALES COMPANY LANDSCAPE DIVISION SALES REPRESENTATIVE

POSITION LOCATION:

Olathe, Kansas Corporate Facility

COMPANY OVERVIEW:

Industrial Sales Company is a 47-year established Kansas based distributor of pipe, valves, fittings and equipment focused on servicing the needs of the Commercial, Industrial, Institutional, Municipal, Residential and Utility industries. We offer a competitive compensation and benefits package and are an equal opportunity employer. Background and driving record checks are performed prior to hiring for all positions. Visit our website at www.industrialsales.us to learn more.

DESCRIPTION:

We are searching for a Sales Representative who is self-motivated, reliable and an energetic individual to join our fast-paced Landscape Division Sales team for the promotion and service of landscape irrigation, lighting, waterscape, and drainage product lines. This position will promote sales, service and marketing to contractors, industries, municipalities and other end users throughout Kansas and Missouri. This Sales Representative must work with ALL staff members to ensure the needs of the customer are met daily. Out of the office travel by vehicle is required 80% of the work week.

RESPONSIBILITIES:

- Ensure effective sales efforts through aggressive customer call rotations and superior service
- Provide timely communication to Management concerning market conditions, trends and competition activities
- Consistently review sales territory to capitalize on growth opportunities through sales and marketing strategies with recommendations to the Management Team
- Assist with the growth and development of both new and existing customers with emphasis on irrigation, lighting, water features and other associated product lines
- Assist ALL departments with a positive team approach to improve service and customer satisfaction
- Assist in developing long term profitability for the Company through quality customer service and support efforts
- Maintain a positive approach in ALL activities involving Manufacturers, Customers, Management and Staff Members
- Develop and maintain relationships with Contractors, Designers, End Users and Manufacturer Representatives
- Provide detailed, accurate and timely; research, reports and communications as requested by Management
- Utilize marketing programs and Manufacturer promotional campaigns and programs to achieve sales goals and profitability

QUALIFICATIONS:

- Undergraduate degree from a four (4) year college, university or equivalent work experience
- Minimum of three (3) years of landscaping, contracting, engineering or golf course management experience
- Desire to succeed professionally and personally through high energy effort and commitment
- Ability to identify market trends and create sales or marketing strategies for growth within company policies and procedures
- Ability to utilize Microsoft office applications and computer software (Outlook, Excel, Word and PowerPoint)
- Strong relationship building skills
- Ability to provide technical services including training, presentations and field trouble shooting
- Ability to work independently and with staff as a team player
- Good verbal/written communication skills
- A high level of attention to detail
- Ability to read blueprints or other construction documents to complete material take offs and estimates
- Willingness to go above and beyond when providing service to our customers
- Productive under a variety of conditions and constraints

DESIRED EXPERIENCE & EDUCATION (NOT MANDATORY):

- Drafting and CAD experience with Autocad or similar CAD software
- Knowledge of irrigation design including system layout, product selection and hydraulic design principles
- Knowledge of remote water management and irrigation central control software applications
- Knowledge of irrigation and water feature pumps and pumping systems
- Knowledge of landscape lighting design including layout, product selection and system performance calculations
- Knowledge of landscape water features including design and product selection
- Work experience with successful landscape / irrigation contracting company
- Ability to communicate in Spanish
- Sales training by professional(s)

*** The above listed responsibilities and qualifications are guidelines and are not intended to be all-inclusive. Management reserves the right to add, delete, and/or modify without written or prior notification. ***

If you are a proactive individual interested in joining a well-established company, **and** if you are an individual who knows how to provide *service that makes a difference*, then please submit your resume, references, and compensation requirements by email iscresume@industrialsales.us, by fax to (913) 829-3515 or by mail to:

Industrial Sales Company, Inc.
Attn: Landscape Division Sales Representative
1150 W Marley Rd
Olathe, KS 66061-7213

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