



Sales Manager- Bulk Landscape Material

Carpinito Brothers is a family-owned and operated leading supplier of landscape bark and soil products. For over 40 years, we've been serving Northwest retail outlets, commercial job sites, and homeowners with premium landscape material. Our established, growth-oriented company is seeking a bulk material sales manager to pound the pavement and win jobs. Our ideal candidate is a motivated, organized, idea-driven individual who is familiar with the landscape and/or construction industries.

Job Summary

This position's primary function is to sell bulk landscape bark mulch and soil products to commercial landscapers, retail outlets, and other wholesale channels, with the goal to acquire new business and manage existing accounts.

Responsibilities

- Build relationships with industry decision makers
- Monitor and source new business through posted projects
- Collaborate with management to write and submit quotes to prospects and current accounts
- Conduct follow-ups in a timely manner
- Curate ideas to enhance sales growth
- Support company with evolving market demands
- Help procure and create soil mixes for job-specific requirements
- Work with ownership to reach increased levels of market share
- Closely observe and report competition and market trends
- Assist management with general operations

Qualifications

- Minimum 3-5 years B2B sales experience
- Experience in landscape and/or construction industries is preferred
- Ability to problem solve and apply critical thinking
- Strong organizational and communication skills
- Ability to independently research, identify, and acquire new business
- Knowledge of Microsoft Office

This position offers a competitive compensation package. Company phone and vehicle reimbursement provided. Benefits include: Medical, Dental, Vision, 401k and paid vacation time.

If you're looking for a flexible, on-the-road sales position, at an established family-owned company that wants your skills and ideas, then apply at Carpinito Brothers today. Email us your cover letter, resume and include your full name, and contact phone number. We look forward to meeting you.