



Outside Sales Representative

Carpinito Brothers, Inc. is an established, family-owned and operated wholesale supplier of premium bagged landscape and garden products. We're proud to be a leading supplier to Northwest retailers for over 35 years. We're currently seeking a full-time, outside Sales Representative to prospect and sell our bagged landscape and garden products to retailers throughout the Northwest.

Job Summary:

In this position, your goal will be to form new accounts, and service our base of existing accounts within the Northwest. Typical accounts are corporate and independent; grocery stores, hardware stores, garden centers, farm and feed stores, and distribution centers. Our ideal candidate is a self-motivated, creative-thinking sales professional, who can maintain account relationships, independently generate leads, and acquire new business. Primary travel will be in Western WA, with some interstate travel. Additional responsibilities for Fall and Winter will be to sell wholesale Christmas greens to new and existing accounts.

Qualifications:

- Minimum 3-5 years of business to business sales experience
- Existing horticulture industry knowledge or sales is a plus, but not required
- Strong verbal and written communication skills
- Knowledge of a CRM platform and Microsoft Office applications
- Ability to problem solve and apply critical thinking
- Geographical knowledge of Washington cities.
- Professional, clean appearance
- Strong organizational skills
- Ability to independently research, identify, and acquire new accounts

Responsibilities:

- Maintain relationships and generate sales from current accounts
- Seek out prospects and acquire new accounts
- Make quality prospect calls in person and over the phone
- Weekly reporting to management
- Maintain a thorough understanding of our products and their functions
- Work in close coordination with company sales manager
- Produce ideas and strategize with sales manager to improve sales
- Closely observe and report competition and market trends
- Understand each account's specific needs

This position offers a competitive base salary with performance bonus incentives. A company laptop, smart phone, vehicle and gas will be provided. Benefits include: Medical, Dental, Vision, 401K and Vacation Time.

If you are looking for a flexible, on-the-road sales position, at an established 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 a contact phone number. We look forward to meeting you.