



Independent Regional Sales Representative

New York and New England

7.11.2025

Job Description: Saunders Brothers is seeking an Independent Regional Sales Representative in New York and the New England region. This self-directed position involves marketing Saunders Brothers outstanding plants to some of the best customers around. Facilitating customer orders and solving their problems with integrity and enthusiasm is key in continuing to develop the relationships Saunders Brothers strives for. Bringing new customers into our family is a top goal, as is maintaining long-established connections.

Sales Area: Includes customers in Connecticut, Maine (limited), Massachusetts, New Hampshire, New York (limited. Focus on metro-area and Long Island), Rhode Island, and Vermont (limited). Exceptions in this area are house accounts.

Duties:

- Pursue and facilitate orders on a weekly and seasonal basis as prebooks dictate
- Visit customers in the sales area on a regular basis and maintain travel log as requested
- Communicate with existing and prospective customers and management in a timely and professional manner using telephone, email, fax, and text
- Visit Saunders Brothers Nursery regularly in the growing season to better learn about and promote Saunders Brothers and our products
- Attend other sales and production meetings as directed by Sales Manager
- Attend MANTS and other industry events as directed by Sales Manager
- Facilitate maintenance of customer information within the Saunders Brothers database as needed
- Offer input to production team regarding new products and demand
- Stay informed of industry events, topics, and trends
- Set and meet annual sales goals

Requirements:

- Highly motivated, goal-oriented, and committed to continual progress
- Willingness to work with and be a part of the Saunders Brothers Family and embody our Core Values
- Reside within a short drive of sales territory, preferably within the sales area
- Strong knowledge of plant material and the horticultural industry
- Previous experience selling ornamental plants preferred
- Strong knowledge of Microsoft applications
- Physically capable of performing the responsibilities and requirements of this position
- Good organizational skills and flexibility as work demands change
- Ability to handle multiple tasks and to prioritize workload
- Must disclose in writing to the Sales Manager, within 30 days of beginning to sell, any other product lines they are representing outside of Saunders Brothers

Supervisor: This position will answer directly to the Sales Manager at Saunders Brothers, Inc.

Pay and Benefits: This individual will be an independent contractor, and monthly pay will be solely commission based. Individual will be responsible for all insurances, taxes, permits, and other necessary documents that are associated with independent contractors. Individual will not be an employee of Saunders Brothers.

Contract Time: This is an annually renewable position. Individual's sales, activity, and overall performance will be reviewed annually for contract renewal.

Background Checks: Any contract offer will be contingent on the successful completion of a background check.

Start Date: As soon as a qualified applicant is identified with a successful background check.

Information and Application: Saunders Brothers Inc. is comfortably situated on the sunrise side of the Blue Ridge Mountains. Located less than 1 hour from the renowned University of Virginia medical center and Liberty University, Nelson County has numerous opportunities for hiking, biking, fishing, and skiing.

Contact our Human Resources Department at jobs@saundersbrothers.com. The job description may be seen at www.saundersbrothers.com and the application can be downloaded or completed on our website. Resume must be submitted with a cover letter to be considered.

Saunders Brothers Core Values

Faith

Our Core Values and business practices are directed by our Christian faith.

Integrity

Honesty and truthfulness are foundational to our business and we seek to do what is morally and ethically right.

Passion

We strive to enthusiastically share our love for Agriculture by connecting people with plants, fruit, and the farm.

Family

The Saunders Brothers' Family includes and fosters many diverse families, generations, races, religions, and nationalities.

Business Purpose

To make a profit doing something we love.

To have a positive impact on our employees, customers, suppliers, community, and environment.

To provide a productive, nurturing, and fulfilling environment for our team.

Strategy

To be a premier supplier of superb-quality plant material for garden centers, landscapers, and public gardens throughout the Eastern United States.

To be a premier supplier of extraordinary fruit to the people of the Mid-Atlantic area.