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2717 Tye Brook Hwy  
Piney River, VA 22964

## Regional Sales Representative Maryland and West Virginia

Updated September 25, 2025

Position Description: This self-directed position involves marketing Saunders Brothers' world-class plants to some of the best customers around. Facilitating orders and solving problems with integrity and passion is key in creating the meaningful connections Saunders Brothers strives for in every dealing. Maintaining Saunders Brothers' long-established customer relationships is a top priority, while the addition of new industry contacts is a plus. Being an enthusiastic member of the Saunders Brothers family, even from afar, is essential.

Sales Area: Includes customers in Maryland and West Virginia except for house accounts.

### Expectations:

- Willing to pursue and facilitate orders across all programs on a regular basis as well as future crop prebook orders.
- Regularly visit and communicate with existing and prospective customers within the sales area.
- Facilitate the maintenance of customer records in Saunders Brothers database including accurate contact information and delivery instructions.
- Visit Saunders Brothers on a quarterly basis to better learn about and promote Saunders Brothers products to customers.
- Work with Sales Manager to set and achieve sales goals.
- Attend in-person and virtual sales meetings at Saunders Brothers. In person meetings are typically annual, and virtual meetings are monthly.
- Attend MANTS and other industry events as directed by Sales Manager and assist in booth construction and tear down as needed.
- Communicate sales information and customer new product requests to the Sales Manager to facilitate production planning.
- Stay informed of industry events, topics, and trends.

### Requirements:

- A minimum of four years of sales experience preferred.
- Preferably reside within the sales territory or in a close proximity.
- Knowledge of plant material and the horticultural industry preferred.

- Strong work ethic and willingness to adhere to the Core Values of Saunders Brothers.
- Maintain a valid driver's license.
- Strong knowledge of Microsoft applications and database management software.
- Physically capable of performing the duties and requirements of this position.
- Good organizational skills and flexibility as work demands change.
- Ability to handle multiple tasks and to prioritize workload.

Supervisor: This position will answer directly to the Sales Manager

Pay and Benefits: Compensation will be 100% commission based.

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

Application: Contact Saunders Brothers Human Resources at [jobs@saundersbrothers.com](mailto:jobs@saundersbrothers.com). The job description may be seen at [www.saundersbrothers.com](http://www.saundersbrothers.com) and the application can be downloaded or completed on our website. Application must be submitted with resume 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.