



2717 Tye Brook Hwy
Piney River, VA 22964

Regional Sales Representative
Maryland and West Virginia
Updated September 21, 2020

Job 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.

Duties:

- Pursue and facilitate orders on a regular basis
- Pursue and facilitate prebooked orders across all programs
- Visit customers in the sales area on a regular basis and maintain travel log
- Communicate with existing and prospective customers and management in a timely and professional manor using telephone, email, fax, and text
- Visit Saunders Brothers Nursery regularly in the growing season (March to November) to better learn about and promote Saunders Brothers product
- Attend other sales and production meetings as directed by Sales Manager
- Attend MANTS and other industry events as directed by Sales Manager (including booth staffing, construction, and teardown as needed)
- Maintain customer information within the Saunders Brothers database
- Offer input to production team regarding new products and other production changes
- Stay informed of industry events, topics, and trends
- Set and meet quarterly and annual sales goals
- Strong work ethic and willingness to work with and be a part of the Saunders Brothers Family

Requirements:

- Reside within Maryland sales area or close proximity
- Minimum of 6 years work experience, preferably at least four years in sales, or four year college degree and 4 years sales experience preferred
- Knowledge of plant material and the horticultural industry preferred
- 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: Application (available at www.saundersbrothers.com) must be submitted with resume and cover letter in order to be considered. Send to Mari Johnson at mjohnson@saundersbrothers.com.

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.

Passion- We strive to enthusiastically share our love for Agriculture.

Family- Every team member is a part of the Saunders Brothers family.

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.