



The TERRE Co

OF NEW JERSEY, INC.

GRASS SEEDS - FERTILIZERS - TURF CHEMICALS

NURSERY STOCK AND PROFESSIONAL LANDSCAPE SUPPLIES

206 DELAWANNA AVENUE - BOX 1000 - CLIFTON, N.J. 07014-1000 PHONE: (973) 473-3393 - FAX: (973) 473-4402

Golf Course Sales Position:

Seeking a highly motivated salesperson with ability to develop and maintain golf course sales In Northern New Jersey, Lower Hudson Valley NY, Westchester NY territory. Must have the ability to work both independently and with a group. Person will be able to complete total sales cycle, form lead generation to after sale customer service. Responds to customer questions concerning products, resolves a variety of customer service issues, and processes sales transactions.

Responds to inquiries and assists customers with the sale of products, Bids and prices on turf products and plant material.

Establish and execute sales plans to meet or exceed the goals of the company

Monitor market for need to modify pricing and options to meet sales objectives and profit goals

Maintain excellent product and pricing knowledge

Attend manage and display at trade shows, regional field days.

Travel and complete assignments with little or no direct supervision

Complete timely and succinct trip and status reports

Perform other job-related duties as assigned

In addition to the professional qualifications outlined above, the selection process will give significant weight in candidate evaluation to demonstrated personal qualities. The successful candidate will need to demonstrate through his or her personal and professional life a strong value system combined with high energy levels and an enthusiastic work ethic. The successful candidate will be expected to act as an effective ambassador for the company and to provide leadership in the development and implementation of the program. Requirements for success will include demonstrated interpersonal skills, communication and diplomacy skills and a history of personal leadership and sound decision-making capabilities.

Please email resumes.

Preferred Skills and Abilities:

Strong established network of golf industry contacts in the area of the position

Proficient Communications and time management skills

Must have a good working knowledge of products required to maintain golf courses.

Strong understanding of golf course maintenance operations, operating budgets, and economics

Basic technical understanding of golf course maintenance equipment

Basic computer skills

Educational Requirements:

It is preferred that candidates possess a Bachelor's Degree in turf management, agronomy or a related field.

Experience Requirements:

Turf management experience necessary.

Or Golf Course Turf Sales Experience

Golf course Superintendent or Assistant is a plus.

Special Requirements:

- Working knowledge of Microsoft Word and Excel software.

- Must have valid clean driver's license.

- Must live within the sales territory.

Salary Range:

Competitive based on sales

Benefits:

Medical and Prescription insurance; Simple Retirement plan