

## **Commercial Turf Equipment Sales Representative – Nebraska & South Dakota**

Midwest Turf & Irrigation, a proud distributor of Toro commercial and irrigation equipment, serves customers across Nebraska and South Dakota. As a trusted partner of The Toro Company—the worldwide leader in turf and irrigation solutions—we are committed to delivering equipment and support that helps our customers achieve superior results. Our team prides itself on professionalism, integrity, and long-standing customer relationships.

We currently have an opening for a Commercial Turf Equipment Sales Representative, supporting customers across Nebraska and South Dakota. This individual will focus on the golf, sports fields, parks, and grounds management markets, acting as a trusted resource and problem solver for industry professionals.

### **Key Responsibilities**

- Develop and maintain strong relationships with superintendents, sports field managers, municipalities, and grounds professionals.
- Actively demonstrate, sell, and support the Toro commercial equipment line, along with several allied product lines.
- Identify opportunities for growth through both existing and new accounts.
- Assist customers with product selection, proposals, equipment evaluations, and the procurement process—including bids, RFPs, and RFQs.
- Represent Midwest Turf & Irrigation at trade shows, association meetings, and industry events.
- Collaborate closely with internal teams including inside sales, service, and product specialists.
- Maintain a high standard of ethics and professionalism in all customer-facing interactions.

### **Qualifications**

- Must live within or be willing to relocate to the Nebraska/South Dakota territory.
- Bachelor's degree preferred; or equivalent experience in turf, golf, equipment, or irrigation industries.
- 2+ years of related sales or customer service experience.
- Self-motivated with strong interpersonal and communication skills.
- Capable of adjusting quickly to diverse customer needs and priorities.
- Willingness to travel within the assigned territory, with typically 2-4 nights per month of overnight travel.
- Valid driver's license and ability to meet DOT medical card requirements (non-CDL).

### **What We Offer**

Midwest Turf & Irrigation is proud to provide a great working environment for our many long-term employees, along with a competitive compensation and benefits package:

- Base salary plus commission
  - Company truck and trailer
  - Expense account
  - Health care and disability insurance
  - 401(k) match
  - Generous vacation and paid holidays
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- **Salary Range:** Base of \$35,000- \$45,000 annually, depending on experience and qualifications, plus commission.

If you're passionate about the turf industry and enjoy building meaningful partnerships with customers, we invite you to join the Midwest Turf & Irrigation team and grow your career with us.

Please contact either Bill Brookhart or Kirk Lubbers:

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