

Company Overview

Turfwerks is a leading distributor of turf equipment and irrigation systems. Operating in nine Midwest states, the company sells new and used whole goods to clients, in addition to parts and service. Our irrigation division focuses primarily on sales and service to golf courses.

Summary

The Irrigation Sales and Service Manager promotes sales of Rain Bird golf products and pump stations while performing service repairs on irrigation systems in Iowa and Nebraska. At times, this position may assist with projects in Kansas, Missouri and Southern Illinois as needed.

Essential Functions

- Service existing Rain Bird customers by performing repairs as needed to ensure customers irrigation systems remain operational
- Communicate with existing golf course customers to generate project and pump sales
- Develop and follow up on prospective customer leads
- Assist Irrigation General Manager with project management
- Deliver exceptional service and maintain positive customer relations through professional interactions
- Perform recordkeeping duties related to job tracking and customer billing
- Maintain safe working conditions and adhere to safety practices as outlined in the company's safety manual and OSHA regulations

Other Responsibilities

- Maintain current and accurate customer information
- Promote the Turfwerks and Rain Bird brand on social media
- Attend required trainings and team meetings

Qualifications

- Working knowledge of electrical systems; able to identify and work with irrigation components
- Knowledge of Rain Bird golf products; or the ability to quickly gain this knowledge
- Ability to repair and maintain irrigation systems, lines, sprinkler heads, valves, and pumps is beneficial
- Good organization and time management skills; able to prioritize workload in alignment with company goals
- Excellent interpersonal and selling skills; able to communicate and negotiate with people at all levels; handle objections, gain customer confidence and commitment, close deals, and maintain post-sale relationships
- Self-motivated; able to work responsibly and independently
- Computer skills including the ability to use Microsoft Outlook, CRM, and operate industry-specific software
- Golf course experience preferred

Special Considerations

- Despite being a fully remote position, Turfwerks prefers the Irrigation Sales and Service Manager to reside in the Des Moines metro area
- In general, work occurs during regular business hours, Monday - Friday; however, work outside normal hours, including evening and weekend hours are required during peak seasons and to meet service deadlines
- Most often, work is performed onsite at the customer's location, sometimes in adverse weather conditions including extreme cold and heat

- Day travel to job sites within Turfwerks territory is required daily; overnight travel is frequently required, up to 75% during peak golf season
- Must have a valid driver's license and meet company's driver insurability criteria

Physical Factors

- The demand of this position requires a high level of physical endurance at times. Work is medium to heavy requiring lifting 50 lbs. of force occasionally and 20 – 40 lbs. frequently to lift and move objects
- While performing the requirements of this job, employee is frequently required to walk, sit, stand, reach with hands and arms, bend, stoop, kneel, and crouch for extended periods
- Feeling, handling and grasping with the hands when performing repairs or maintenance of equipment by using hand tools, power tools and small parts is required

Pay and Benefits

- Starting salary \$45,000 - \$55,000 commensurate with skill and experience
- Annual Bonus
- Benefit package includes: Medical, Dental, Vision, FSA, Life, 401(k), ESOP, Paid Time Off
- Company truck, laptop and mobile phone provided by Turfwerks