



a NativeSeed Group company

## **Turf Products Manager**

**Effective Date: 04-16-2026**

**Full Time Salaried Position**

### **Sales Territory**

- The sales territory for this position encompasses accounts across Kansas and Nebraska.
- Accounts consist of Golf Courses, Lawn Care Organizations, and Retailers.

### **Focus**

- Manage turf product lines including selection, purchasing and sales.
- Maintain relationships with key suppliers.
- Call on prospective clients: golf courses, cemeteries, schools, city and county areas, lawn care, and sod farms.
- Write estimates, quotes and bids for prospective customers and/or jobs.
- Provide sales and technical support for customers in all segments of the turf industry.
- Products represented include but are not limited to seed, fertilizer, plant protectants, growth regulators, wetting agents, biologicals, and growth promoters.
- Provide technical support including aid in product comparison and selections, product use rates and application timing, pest identification and remediation, turf input application scheduling, seed planting and establishment recommendations.
- Attend industry related state, regional and national meetings, trade shows and conferences.
- Attend continuing education training opportunities and seminars.
- Organize and present turf related training and education to Star Seed employees, customers prospects, and influencers.

### **Other Tasks**

- Maintain up to date customer information in business software

## Qualifications

- 3 years minimum turfgrass maintenance or sales experience preferred.
- Sales experience is preferred but not required.
- Outgoing, detailed, organized, and self-motivated.
- Strong verbal and written communication skills.
- Excellent listening skills.
- Proficient in Microsoft Word, Excel, PowerPoint, and Outlook.
- Ability to interpret soil analysis and make appropriate soil amendment recommendations.
- Ability to make use rate and sprayer mixing calculations for all types of turf pesticides and fertilizers.
- Education – 2-year associates degree in turf or horticulture required, B.S in Agronomy or Horticulture preferred.
- Shall have a valid driver's license and clean driving record.
- Must be able to lift 50 lbs.