

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. Clients include golf courses, sports complexes, parks and recreation facilities, university athletic fields and commercial landscaping businesses.

Summary

Turfwerks seeks an Irrigation Territory Sales Representative, in or around the Des Moines, Omaha or Lincoln metro area, to drive sales of Rain Bird golf products and pump stations in Iowa and Nebraska while supporting the strategic objectives of Turfwerks' irrigation division. This position is responsible for all sales and service coordination in this territory.

Essential Functions

- Communicate with existing golf course customers to generate project and pump sales
- Develop and follow up on prospective customer leads
- Coordinate and manage Irrigation projects
- Provide irrigation service and support
- Maintain safe working conditions and adhere to safety practices as outlined in the company's safety manual and OSHA regulations
- Maintain positive customer relations to ensure future sales

Other Responsibilities

- Maintain current and accurate customer information
- Promote the Turfwerks brand on social media
- Represent Turfwerks at industry trade shows and other sponsored events
- Attend required trainings and team meetings

Qualifications

- Thorough knowledge of Rain Bird golf products; or the ability to quickly gain this knowledge
- Basic understanding of golf course irrigation systems and pumps; ability to interpret irrigation plans and schematics
- 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
- Good organization and time management skills; able to prioritize workload in alignment with company goals
- Highly motivated, self-starter; able to work responsibly and independently
- Computer skills including the ability to use Microsoft Outlook, CRM, and operate industry-specific software

Special Considerations

- In general, work occurs during regular business hours, Monday - Friday; however, work outside normal hours, including overtime and weekend hours are required during peak seasons and to meet service deadlines
- This position supplies his/her own hand tools; specialty tools are supplied at Turfwerks' discretion
- Day travel to golf courses or project sites is required daily; overnight travel is frequently required

Physical Factors

- The demand of this position often requires a medium level of physical endurance. Work requires a minimum exertion of 50 lbs. of force occasionally and 20 – 30 lbs. of force 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 inspection or repairs of equipment by using hand tools, power tools and small parts is required

Pay and Benefits

- Starting pay range \$50,000 - \$65,000 annually, commensurate with skill and experience
- Commissions in accordance with compensation plan
- Benefit package includes: Medical, Dental, Vision, FSA, Life Insurance, Accident, Short-term disability, 401(k), ESOP, Paid Time Off
- Company truck, laptop and mobile phone provided by Turfwerks

Apply online at <http://www.turfwerks.com/careers/>

Equal Employment Statement

Turfwerks is dedicated to equal employment and advancement opportunities. It is Turfwerks' policy to hire and promote qualified individuals on the basis of their qualifications, interest and aptitude, without regard to race, creed, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, genetic information or any other protected group under applicable state, federal or local law.