

Job Title	District Sales Representative	Job Category	Sales
Department/Group	LSI Sales & Marketing	FLSA status	Exempt
Location	Negotiable	Travel Required	80%

Territory – Delaware, Eastern shore of Maryland and Virginia

Job Description

Please submit resumes and inquiries to: Eric Snelsire esnelsire@landscapesupplyva.com (412) 977-3882

Basic Function: The District Sales Representative (DSR) is responsible for selling Landscape Supply solutions or services through our opportunity-based sales process. The DSR will reach their own business targets through effective management of designated territories and physical visits to customer sites. This individual will also develop ongoing, profitable relationships with our customers while maintaining a professional image of the company.

Essential Functions:

- Conduct weekly sales presentations to customers onsite when possible
- Penetrate all targeted accounts and develop sales from within client base
- Overcome rejection from current and potential customer base
- Emphasize product/service features and benefits, quote pricing, discuss credit terms, and prepare sales order forms/ reports as required
- Build and foster a network of referrals to create opportunities for revenue growth
- Generate and develop new customer accounts to increase revenue/gross profit by cold calling when necessary
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner
- Maintain accurate records, including expense reimbursement, billing invoices and other documentation used in the sales life cycle

Required Skills:

- Integrity, passion and in-person presentation skills with timely following up to ensure sales order is complete
- Maintain professionalism, tact, diplomacy, and sensitivity to portray LSI in a positive manner at all times
- Convert prospects and close deals while services existing customer base
- Success in qualifying opportunities involving multiple key decision makers
- Ability to build and maintain meaningful relationships with customers
- Exceptional verbal and written communication skills
- Excellent listening skills
- Self-motivated with high energy to deliver products with an engaging level of enthusiasm
- High level of integrity and work ethic

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