BWI Companies, Inc.

Outside Sales Representative - Turf

Department: Sales
FLSA Status: Exempt

Job Status: Full Time
Reports To: Sales Manager

Work Schedule:
M-F 8-5, Occasional Saturdays
Minimum 40 hour week

Amount of Travel Required: Varies by territory
Positions Supervised: None

POSITION SUMMARY

Sell BWI professional Turf products to established sales territory. Solicit new accounts. Grow the business through setting challenging sales and margin goals, analyzing market, creating and executing sales strategy, executing sales promotions, and reviewing key performance reports. Become knowledgeable and maintain knowledge level on products, product performance, pricing, etc. Establish and maintain great customer relations within company policy and guidelines.

Key benefits for BWI employees include 401(k) with generous company match, excellent health, dental & vision care plan options, health savings account option, life and disability insurance, 7 company holidays, vacation and sick leave and scholarship funds for dependents.

BWI is a privately held company and has over 55 years of successful sales growth and profitability. As an integral part of the BWI Division Sales Team, you will be growing with the industry leader in wholesale distribution of lawn & garden products. If serving on a team and being an important part of a successful business is something that gets you excited, this career opportunity may be exactly what you're looking for!

ESSENTIAL FUNCTIONS

Essential Functions Statement(s)

- Set challenging goals in customer service performance, a key accountability for this role. Address and anticipate customer needs in products, pricing, availability, product uses, and credit terms.
- Recommend products to customers, based on customers' needs and interests. Set and achieve challenging sales and margin goals to achieve/exceed budget, develop the market and build market share.
- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Consult with clients after sales or contract signings in order to resolve problems and to provide ongoing support. Resolve customer complaints regarding sales and service and exhibit outstanding customer service.
- Prepare drawings, estimates, and bids that meet specific customer needs.
- Provide customers with product samples and catalogs.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
• Arrange and direct delivery and installation of products and equipment.
• Monitor and evaluate market conditions, product innovations, and competitors' products, prices, and sales.
• Negotiate details of contracts and payments, and prepare sales contracts and order forms.
• Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing reports. Keep Sales Manager informed on achievement of goals to support growth in sales, gross profit, customer service, etc.
• Obtain credit information about prospective customers.
• Communicate with manufacturers on product pricing and availability.
• Check stock levels and assist in merchandise reorder process, as necessary.
• Participate as an active team member in division sales meetings.
• Perform all other duties as directed by Sales Manager, in support of the overall success of the division and company.

POSITION QUALIFICATIONS
Competency Statement(s)
• Accountability - Ability to accept responsibility and account for his/her actions.
• Adaptability - Ability to adapt to change in the workplace.
• Analytical Skills - Ability to use thinking and reasoning to solve a problem.
• Communication, Oral - Ability to communicate effectively with others using the spoken word.
• Communication, Written - Ability to communicate in writing clearly and concisely.
• Competitiveness - Willingness to strive to get ahead or to finish projects.
• Creative - Ability to think in such a way as to produce a new concept or idea.
• Customer Oriented - Ability to take care of the customers’ needs while following company procedures.
• Diversity Oriented - Ability to work effectively with people regardless of their age, gender, race, ethnicity, religion, or job type.
• Honesty / Integrity - Ability to be truthful and be seen as credible in the workplace.
• Organized - Possessing the trait of being organized or following a systematic method of performing a task.
• Problem Solving - Ability to find a solution for or to deal proactively with work-related problems.
• Self-Motivated - Ability to be internally inspired to perform a task to the best of one’s ability using his or her own drive or initiative.

SKILLS & ABILITIES
Education: Bachelor's Degree (four year college or university)
Experience: Two to four years related (Turf) sales experience, or combination of education and Turf job experience
Language Skills: English and Spanish (bilingual) - preferred
Computer Skills
Basic knowledge of Microsoft operating systems
Certificates & Licenses
Valid driver’s license
Ability to relocate to the Greater Austin / San Antonio area.
Apply On line: www.bwiCompanies.com
Or Send Resume to Craigschulz@bwicompanies.com