

## Century Equipment, A Jerry Pate Company

### **JOB DESCRIPTION: Landscape Products Account Executive (Toledo & Cleveland)**

**Immediate Manager: Mike Baria 800-346-0066 mbaria@jerrypate.com**

**Basic Function:** Service existing Landscape Products Division customers in assigned territory; obtain orders from customers, and establish new customers by planning and organizing daily work schedule to call on existing or potential customers for sales of products that leading company in Ohio offers for resale in the Landscape Products Categories. These products include but are not limited to, residential and commercial irrigation products, landscape lighting, holiday lighting, water features, ponds and fountains, outdoor barbecue grills and fire pits and synthetic turf. Customer base is primarily landscape contracting companies, hardscape companies, cities and municipalities and commercial properties.

#### **Basic Responsibilities:**

- Give sales presentations and/or demonstrations to existing and potential customers in a professional manner
- Focus sales efforts by studying sales volume of new and existing customers to determine their potential for growing our business and their contracting businesses
- Quote customers on different product needs by referencing customer's pricing and product information and turn those quotes into orders in our system directly or by using our inside sales team.
- Keep management informed by submitting activity and results reports, such as weekly call reports, weekly itinerary plans, and annual territory business plan with monthly projections on a timely basis (meet all deadlines)
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, lead generation techniques, marketing promotions, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Resolve customer complaints by investigating problems; developing solutions; preparing and making recommendations to customers and Century management.
- Maintain professional and technical knowledge by attending educational workshops; reviewing Century publications and product catalogs; complete sales and product training modules via Virtual Rain Website, establishing personal networks and also use these skills to conduct seminars to Century Customers.
- Contribute to team effort by assisting other sales associates in Landscape Products Division on sales calls and sales support and help transfers of products to different branch locations.
- Keep in good communication with customers and associates
- Must participate in required training and keep current in product lines distributed by Company
- Other tasks as assigned by Century management

#### **Experience Requirements:**

- Knowledge of the landscaping business is helpful

## **JOB DESCRIPTION: Landscape Products Account Executive (continued)**

### **Position Requirements:**

- Must have a creative side for design of outdoor living space and landscape lighting
- Organized and detail oriented
- Motivated self-starter
- Strong written and verbal communication skills are a must
- Consistently displays positive, friendly, cooperative and team-oriented behavior with customers, vendors and co-workers
- Computer literate; ability to perform duties within Company's mainframe environment
- Must have valid driver's license and be insurable by Company's carrier
- Acceptable background check

EQUAL OPPORTUNITY EMPLOYER and DRUG FREE WORKPLACE. BACKGROUND AND MOTOR VEHICLE CHECKS WILL BE PREFORMED.