

We are seeking a

FIELD SALES REPRESENTATIVE

Our Company – GHG (*Green Horticultural Group*)

For over 20 years, GHG has focused on delivering quality outcomes and genuine customer service to our state-wide customer base. Today, our company continues to move forward, and we are recognised as one of the most respected names in the turf construction, renovation and landscape maintenance industry.

The Right Candidate

You are an experienced, pro-active sales representative – preferably with basic knowledge of turf and open space services, and a background in sales within the horticultural industry.

Your ability to develop and maintain relationships and your collaborative approach will ensure our customers remain satisfied and informed, and your innovative thinking will see us trying new and exciting services within our market. You will receive strong internal support from our team of industry experts who will enhance your understanding of the market and assist you in serving our customers.

If you are self-motivated, can work independently and enjoy the backdrop of a team-based environment - then we want to hear from you!

Position Description – (*more detail available upon application*)

Reporting to the company's Operations Manager, your duties will include:

- Developing strong relationships with key industry partners, new prospects and existing clients
- Implementing sales and marketing initiatives
- Identifying and promoting opportunities to increase sales across the various business streams
- Applying your computer skills to structure our sales program across the company
- Enhancing your reputation within GHG, through strong negotiation, facilitation & networking skills
- Utilising your tertiary qualifications (possibly Horticulture or similar) or history of hands-on sales success, to engage and grow our client base of loyal customers

Skills and Experience

- Proven sales experience (person to person & hands on skills) - essential
- Strong communication and interpersonal skills - a must
- Experience within the Landscape/Turf industry - advantageous

What's on offer?

- Competitive base salary + company vehicle (Australian driver's licence essential)
- A self-driven role within flexible working hours, whilst managing your own productive time within a busy work environment
- Participation in the company bonus / sales incentive scheme

This is a fantastic opportunity to join an industry leader with strong year on year revenue growth and outstanding prospects for the right applicant.

Interested? We'd love to hear from you: employment@greenhorticulture.com.au