



Green As It Gets Field Sales Representative

About the Company

Our passion is turning the places people love, into the places plants love to grow. We are in the business of helping people have fun, relax and connect. Green As It Gets has always had its roots in a love for making things grow. Our story spans over 50 years and 3 generations starting with a family-owned garden center in California's fertile San Joaquin Valley. We began with a vow to turn every gardener into a successful gardener. You see for us, it's not just business, it's personal. Our passion for growing remains at the heart of who we are and in the products we offer. Come grow with us!

About the Job

The Field Sales Representative is responsible for sales and general merchandising duties at store level in their respective territory. This role is designed to maximize sales and customer service through effective planning, relationship building, and in-store servicing. A major objective of this role is to establish and maintain rapport with key store individuals while providing outstanding customer service. This includes but is not limited to resetting and /or expanding shelf displays, stocking and rotating product, while working cross-functionally to drive sales in their respective market.

Core Functions:

- Act as point person on all Green As It Gets field sales and merchandising responsibilities within an assigned territory
- Conduct strategic field sales tactics by establishing and maintaining "win-win" business relationships with store personnel including Store Associates, Department Managers, Store Managers, and buyers.
- Conduct general merchandising duties at store level. Duties include but are not limited to finding creative solutions to expand shelf space, placement of POS (signage) materials, rolling out new products, and optimizing product placement.
- Daily and weekly communication and reporting.
- Act as a Brand Ambassador within assigned territory, with regular and direct interaction with consumers
- Analyze and apply the use of sales data to create strategies and goals for business advancement
- Represent the brand at customer events and trade shows.
- The scope of the Field Sales Representative will change based on business needs and market trends
- Other duties as assigned

Requirements:

- The ability and desire to sell with a confident and determined approach
- Excellent written and verbal communication skills
- A high degree of self-motivation and drive with the capacity to flourish in a competitive environment
- The ability to work both independently and as a team
- Proficient in Microsoft Office (Excel, Power Point, Word, and Outlook)
- Must be able to lift/push-pull/carry up to 50 lbs



- Available for extensive local travel within territory (with some very infrequent overnight travel required)
- At least 3 years of relevant experience

Compensation:

- Flexible hours! Part time or Full time
- Territory income is based on commissions from current and future accounts.
- This position is 100% commission based. Beginning commission percentage will be based on experience.

How To Apply:

Send an email with your resume to careers@greenasitgets.com . Place the job title in the subject line.