

Sales Representative

Position Summary:

This role involves assisting walk-in customers with product selections, developing new sales opportunities, and providing exceptional support to our existing customer base, which includes landscapers, hardscapers, municipalities, and the design and architectural community.

Key Responsibilities:

- Assist customers with in-store product selection and purchases
- Assist in yard duties when necessary: loading of customers, organization of products, maintaining functionality of a well flowing yard
- Develop and close sales of landscape and hardscape products
- Provide accurate product information and recommendations
- Enter orders into our sales system and coordinate product deliveries
- Maintain strong relationships with clients through excellent customer service and follow-up
- Collaborate with team members to meet sales goals and enhance customer experience
- Stay in communication with purchasing and dispatch team to ensure consistent and appropriate inventory levels
- Receiving products on Purchase Orders and Transfers into P21 is done at the store level to ensure paperwork and P21 remain consistent
- Assist in maintaining store and yard cleanliness, appearance, and function. Including maintaining updated and relevant displays.
- Communicate store and yard needs with those necessary in order to maintain Rock Hard standards for appearance and function
- Participate in trainings for sales, products, and company procedures
- Perform periodic inventory checks to ensure accuracy

Qualifications:

- 2+ years of retail or wholesale sales experience preferred
- Experience in the landscape or hardscape industry is a plus
- Highly motivated self-starter with the ability to work independently
- Strong communication, organizational, and interpersonal skills
- Familiarity with equipment such as forklifts and skid loaders preferred
- Proficient in Microsoft Office, including Word and Excel

“Off Season” Duties:

- Salt sales: Assist in in-store selling of salt and snow products, loading of salt and snow products, and developing relationships with new customers that could utilize our salt availability.

- Store maintenance: Store projects and remodels vary per store. Your role in performing these during our slower months is vital.
- Other duties as assigned: There are a variety of tasks and responsibilities that may be assigned to you in the off months to ensure business growth and success.
- Participate in trainings for sales, products, and company procedures
- Perform periodic inventory checks to ensure accuracy