



Position: Sales Associate

Location: Burnsville & Farmington, MN

Job Type: Full-time

Rock Hard Landscape Supply is one of Minnesota's leading suppliers of Mulch, Boulders, Natural Stone, Fabricated Stone, Hardscape Products, Landscape Fabric and Tools. Our extensive in-stock product selection, knowledgeable staff, and flexible delivery options give us an edge over the competition.

Sales Representative:

This position will require the qualified candidate to prospect, develop and close sales opportunities of natural stone, landscape and hardscape products in the Twin Cities, MN metro market. The role will focus on proactively identifying, locating and prospecting new customers in addition to maintaining effective relationships with current customers that lead to increased sales and revenue. The customer base includes Landscapers, Hardscapers, Municipalities, as well as the architectural and design community. This role will have extensive interaction with customer base to generate and obtain product selection along with preparing and delivering quotes as part of the bidding process to close sales opportunities. This role will provide excellent customer service and on-going follow up that includes the sales position to investigate and research all customer inquiries and concerns.

Requirements:

- Minimum of 2 to 3 years of landscape product knowledge. Sales experience preferred.
- Team-oriented, highly motivated, self-starter with an ability to build new relationships and nurture existing ones that result in sales opportunities.
- A demonstrated ability to work independently with a sense of urgency to deliver results.
- Ability to seek out new opportunities and develop new accounts.
- Strong written, organizational and communication skills.
- Assist in maintaining inventory levels and ordering products.
- Schedule and coordinate delivery of product to customers.
- Familiarity with industry related equipment: Fork lift, Skid loader.
- Ability to read and understand blueprints.
- Ability to work with Microsoft Office, Word, and Excel.

Benefits:

Rock Hard Landscape Supply offers a rewarding work environment with an excellent wage and benefit package.

Please visit our website at www.rockhardmn.com to learn more about us. If you are interested in joining a great company with a strong future, we encourage you to forward your resume along with salary history.

Please submit resume to: rcastle@rockhardmn.com

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