

SALES REPRESENTATIVE

Arett Sales, a premier distributor of lawn, garden, home and holiday products, is seeking an experienced, creative sales person to sell lawn, garden and outdoor living products to a Garden Center and Hardware Store customer base in the Pittsburgh area. Responsibilities include:

- Travel throughout assigned sales territory to manage established customer accounts and solicit orders of
 - New products
 - Promotional end caps & displays
 - Program selling by category (Spring, summer, Fall, Christmas)
 - Advertising circulars & other materials
 - Weekly fill in orders
 - Sales blitz to target accounts
- Develop new business in all channels of trade
- Resolve customer issues and follow up with home office to ensure all corrective actions are responded to in a timely manner
- Sales/profit accountability,
- Define account strategies and call objectives
- Marketing special promotions to your account base.

Prior sales experience required. Background in retail lawn and garden, hardware and/or distribution extremely helpful. Must have reliable transportation and a valid drivers license and insurance.

Guaranteed Salary plus commission opportunity. Excellent benefit package to include 401k, medical, vacation, etc.

EOE Drug Free Workplace.