

## **Territory 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 Garden Centers, Hardware Stores and specialty stores in the Rochester, Buffalo and Syracuse 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.