



**PLANTPRODUCTS®**

## Technical Sales Representative

### Full Time

**Whether you're an employee or customer, our mission is to ensure you're provided with everything you need to grow. Plant Products is proud to be the partner of choice for greenhouse and nursery businesses throughout the USA and Canada.**

We are an expanding company supplying the horticultural industry in the United States and Canada, looking to fill a vacant position on our technical sales team. Our client base includes greenhouse vegetables, greenhouse ornamentals, nurseries, and medicinal crops. Products and services sold by the company include integrated pest management products, plant nutrition, and innovative consumables.

This is a fully remote role, and you will be expected to travel within your territory (Pennsylvania, Maryland, Delaware, New Jersey and southern New York) on a weekly basis.



### What you'll do

- Provide technical support for greenhouse plant nutrition and crop protection strategies
- Grow sales by generating new business or expanding current business
- Address customers' needs and concerns as quickly and effectively as possible to meet customer expectations and offer support/solutions
- Manage customer relationships
- Implementation of product demos and trials
- Evaluation of new technologies in cooperation with customers
- Answer questions concerning products such as price and credit terms
- Development and execution of marketing initiatives
- Presenting technical information at grower meetings and webinars
- Achieve sales growth annually

### Who you are

- Understanding of nutrition, pests, diseases, and greenhouse best practices
- Strong communicator, who thrives in collaborative environments
- Proficient computer skills (Word, Excel, Outlook, Power Point)

### What you've done

- Post-secondary education in related field
- Background in greenhouse industry or previous agricultural experience

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Plant Products is committed to providing an inclusive and barrier-free work environment, beginning with the hiring process. We are an Equal Opportunity Employer and welcome applications from candidates, in accordance with all relevant legislation. Plant Products provides an accessible environment in which all individuals have access in a way that respects the dignity and independence of people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

**Here we grow again**

### What we offer

- Company paid health benefits including dental insurance, vision insurance, health insurance and life insurance
- 401(k) company match
- Vehicle reimbursement
- Three weeks paid vacation at start of employment
- Learning and development opportunities
- Quarterly, performance-based bonuses

To apply, send your resume to [Resumes@PlantProducts.com](mailto:Resumes@PlantProducts.com)



Here we **grow** again