Position Announcement

Winfield United Professional Products Group Sales Representative -Eastern PA/NJ Golf (P-4861)

DATE: July 27, 2017

COMPANY INFO: The Professional Products Group (PPG) is a division of Winfield United, a wholly-owned subsidiary of Land O'Lakes. The PPG business unit offers a comprehensive product lineup of research-based products from Winfield United and our industry-leading partners. Through use of proprietary insight tools and programs for golf, lawn & sports turf, ornamentals, pest control, and aquatics & vegetation management, we make complex decisions easier.

DUTIES: This is an outside sales position that will be calling on end-users and will be responsible for the development of new business, while maintaining established WinField United PPG business and contacts. This position will be asked to provide technical advice and agronomic recommendations to their customer base. We are looking for individuals who are self-driven, goal oriented, and possess above average communication skills.

This individual will be responsible for developing, fostering and growing a sales territory in eastern Pennsylvania and southern New Jersey. The preferred candidate will home office and work out of our warehouse in York, Pa. The customer targets will be primarily golf courses and high end turf. A successful candidate will possess strong agronomic skills, a significant industry network, a desire to learn and never ending drive to excel.

- Education (Required): High School Diploma
- Experience (Required) 2+ years' experience in industry
- Experience-Education (Preferred): Bachelor's degree with industry sales experience with a proven track record of growing and maintaining a customer base.
- Percentage of Travel: Travel will be up to 75% of work week-with some overnights expected depending on geography.
- Successful candidate should have PPG product knowledge and the ability (preferably prior experience) to manage a sales territory.
- Success in this position requires cold calling, high internal drive, a natural ability for developing relationships and leadership in a team environment.
- Computer skills including MS Office and Apple devices are necessary for success.

COMPENSATION: Depends On Experience

CONTACT:
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WINFIELD UNITED

AVAILABILITY: Immediately

DEADLINE: When Filled