



Position Available:

Sales Manger

Sales Managers lead, motivate, and supervise all sales staff (Sales Support, Front Counter Sales and Inside Sales Account Managers). They respond to customer issues to seek resolution and work with various departments to better serve our customers. Sales managers should also have a strong understanding of all systems and procedures to provide needed support and guidance in the sales department, and throughout the store.

Primary Responsibilities

- Hire and train sales staff at their nursery location
- Supervise sales staff; evaluate performance, coach staff on performance or behavioral issues, etc.
- Ensure the highest possible professionalism and strive for complete customer satisfaction relative to all transactions and interactions
- Assists (or leads) sales staff in responses and actions to resolve any customer issues that arise at their nursery location
- Develop strong customer relationships and learn to anticipate customer needs
- Provide timely responses to all customer questions, inventory requests, and requests for estimates
- Demonstrate and communicate a strong understanding and knowledge of the nursery's inventory, product performance, product mix, and product objectives
- Offer substitutions and/or recommended alternatives as solutions for unavailable inventory, as well as offer products and services that may benefit the customer
- Effectively manage all orders and invoice timely
- Demonstrate effective collaboration with all departments including dispatch, purchasing, customer service, etc.
- Assist with specific company directives and tasks, including physical inventories, sales meetings, company marketing activities, and sales leads
- Provide timely feedback to other sales representatives, departments, and management
- Assist in representing Devil Mountain at industry trade events, if needed
- Other duties as assigned

Experience and Other Requirements

- Knowledge of plants and nursery products and/or the landscape maintenance industry
- Ability to manage multiple processes simultaneously and collaborate with customers and colleagues
- Ability to accomplish specific sales goals
- Constant attention to detail and excellent problem-solving skills
- Exemplary personal character, professionalism, commitment, and work ethic
- Excellent communication and interpersonal skills
- 5+ years of experience working in a nursery, in the landscape industry, or a related field
- Prior supervisory experience a plus
- Experience with Microsoft Office Suite, point-of-sale, inventory management software, etc.
- Sales and customer service experience
- Bilingual English and Spanish skills highly preferred



Job Specifications

This is an “in office” position, no work from home option available. Must be able to remain in stationary position of either sitting or standing. Extensive typing and 10-key use required. Gross grasping and use of hands and fingers required. Will frequently work in both office and nursery yard and will experience outdoor weather conditions and uneven ground surfaces. Lifting requirement of up to 20 lbs., 20% of the time.

Benefits Offered

401(K) with company matching of 4% once eligible. HMO and EPO Health plans with Kaiser and Anthem, employer pays portion of premium. Basic Life Insurance provided by employer. Dental, Vision and other voluntary insurances offered. Vacation, Sick and Holiday pay offered.

To Apply

Send a resume and cover letter to employment@devilmountainnursery.com.