



Position Available: Nursery Sales Specialist

About Devil Mountain Wholesale Nursery

Devil Mountain Wholesale Nursery provides landscape professionals with access to more plant varieties than any other wholesale nursery in Northern California. We pride ourselves in having a knowledgeable sales staff, quality plants, and extensive delivery capacity throughout the region.

We operate four nurseries in Northern California: San Ramon, Petaluma, Morgan Hill, and Clements, where our growing ground is located. Our buyers also travel to quality growers throughout the country – from small specialty growers to the largest in the nation – in search of the most exceptional plants for our professional customers. Visit us online at devilmountainnursery.com.

Position Summary

The primary role of a Nursery Sales Specialist is to provide best-in-class service to both walk-in customers and anyone visiting the nursery for the first time. The successful candidate will utilize excellent customer service skills to assess customer needs and offer appropriate Devil Mountain products and services. This position is based at our sales counter and will welcome and help all customers as needed with placing and picking up orders.

This full-time position reports to the Sales Manager. Hours will vary based on seasonal sales demands.

Primary Responsibilities

- Process sales transactions for customers with hand-selected plant purchases
- Collaborate with Yard Staff to process current and new orders
- Facilitate assistance for customers picking up orders
- Instruct customers on proper procedures for hand-tagging plants
- Provide plant location information to customers
- Answer availability, specification questions, and effectively communicate with customers
- Demonstrate and communicate a strong understanding and knowledge of the nursery's inventory, product performance, product mix, and product objectives
- Work with Sales Team to create estimates and provide support as needed
- Provide quality checks and guidance for Pick-Up Orders
- Assist with specific company directives and tasks, including physical inventories, sales meetings, company marketing activities, and industry trade events, as needed
- Other duties as assigned

Skills and Knowledge

- Energetic and welcoming personality
- Positive attitude
- Excellent communication and interpersonal skills
- Constant attention to detail and excellent problem-solving skills
- Knowledge of plants and /or the landscape maintenance field

Preferred Experience

- 1-2 years of experience with plants or work experience in a nursery, in the landscape industry, or a related field
- Experience with Microsoft Office Suite, point-of-sale, inventory management software, etc.
- Customer service experience

Compensation

Commensurate with industry standards. Benefits include:

- 401(k) with Employer Matching
- HMO and PPO Health Plans
- Dental and Vision Plans
- Vacation Pay
- Paid Holidays
- Sick Pay
- Tuition Reimbursement for Approved Courses
- Product Discounts
- Opportunities for Advancement

To Apply

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