



2717 Tye Brook Hwy
Piney River, VA 22964

Independent Regional Sales Representative **Northern Virginia**

Updated June 5, 2017

Job Description: Saunders Brothers, Inc. is seeking an Independent Regional Sales Representative for the Northern Virginia area for our ornamental nursery products. This position involves marketing Saunders Brothers plants, taking orders, providing availability, resolving issues, and seeking out new customers in the Northern Virginia area. The candidate must reside within the sales area listed below and spend significant time visiting customers.

Sales Area: Includes customers in the Northern Virginia area consisting of counties of Highland, Augusta, Rockingham, Greene, Orange, Spotsylvania, King George, Westmoreland, and all counties to the north, in addition to Washington, DC. Exceptions to this area are “house accounts” or other accounts that are serviced by another salesperson. Any exceptions or changes to this sales area will be approved in advance by the Chief of Wholesale Sales and can be revised at any time.

Duties:

- Service all customers in the above mentioned sales area which includes: taking orders, calling customers with delivery date, checking on availability, and responding to any inquiries from customers.
- Visit customers in the sales area on a regular basis to adequately service and maintain relationships as well as seek out new customers.
- Present information to and respond to questions from customers, management, and general public in a timely and professional manor using telephone, email, fax, text, and other electronic message communication.
- Visit Saunders Brothers Nursery monthly in the growing season (March to November) to better learn about and promote Saunders Brothers product by understanding plant status and overall production as well as attend other sales and production meetings as directed by Chief of Wholesale Sales.
- Attend MANTS and other trade and industry shows as directed by the Chief of Wholesale Sales and assist in booth setup and tear down.
- Maintain customer information within the Saunders Brothers database.
- Offer input to production team regarding new products and other production changes based on input from customers and other industry individuals.
- Stay informed of industry events, topics, and trends.
- Strong work ethic and willingness to work with and be a part of the Saunders Brothers Family.

Requirements:

- Minimum of 10 years work experience, preferably at least four years in sales, or four year college degree and 4 years sales experience is preferred.
- Must have strong knowledge of plant material and the horticultural industry.

- Must have good communication skills and be able to effectively work with the Saunders Brothers team.
- Must have strong working knowledge of Microsoft applications as well as database management software.
- Must be physically capable of performing the responsibilities and requirements of this position.
- Must have good organizational skills and have flexibility as work demands change.
- Must be to handle multiple tasks and to prioritize workload.
- Must live within the sales area.
- Must disclose in writing to Chief of Wholesales Sales, within 30 days of beginning to sell, any other product lines they are representing outside of Saunders Brothers.
- Must have a valid driver's license.

Supervisor: This position will answer directly to the Chief of Wholesales Sales.

Pay and Benefits: This individual will be an independent contractor and monthly pay will be solely commission based. Individual will be responsible for all insurances, taxes, permits, and other necessary documents that are associated with independent contractors. Individual will not be an employee of Saunders Brothers.

Contract Time: This is an annually renewable position. Individual's sales, activity, and overall performance will be reviewed annually for contract renewal.

Drug Testing and Background Checks: Saunders Brothers is committed to providing a drug-free and safe workplace. Therefore, this individual may be subject to random drug testing, reasonable suspicion testing, and post-accident testing. In addition, the individual will be subject to a background check.

Information and Application: Contact Adrienne Phillips at adrienne@saundersbrothers.com. The job description may be seen at www.saundersbrothers.com and the application downloaded from the website. Application must be submitted with resume and cover letter in order to be considered.

Saunders Brothers Core Values

- Faith-** Our Core Values and business practices are directed by our Christian faith.
- Integrity-** Honesty and truthfulness are foundational to our business.
- Passion-** We strive to enthusiastically share our love for Agriculture.
- Family-** Every team member is a part of the Saunders Brothers family.

Business Purpose

- To make a profit doing something we love.
- To have a positive impact on our employees, customers, suppliers, community, and environment.
- To provide a productive, nurturing, and fulfilling environment for our team.

Strategy

- To be a premier supplier of superb-quality plant material for garden centers, landscapers, and public gardens throughout the Eastern United States.
- To be a premier supplier of extraordinary fruit to the people of the Mid-Atlantic area.