



# JOB DESCRIPTION

Job Title: Field Sales Associate

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**Position:** [  ] Salary  
[  ] Hourly

**Location:** To Be Determined  
**Grade:**

**Department:** Operations  
**Supervisor:** To Be Determined  
Branch Manager

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**Approved By:** Jonathan Annas

**Date:** 05/09/22  
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## Brief Overview

Our field sales associates are knowledgeable, energetic and consistently deliver the best overall customer experience. To succeed in this role, you need to be passionate and customer obsessed while serving commercial and residential consumers in the Green Industry.

## Essential Duties & Responsibilities

- Formulate unique sales strategies and tactics to achieve corporate objectives
- Make well-timed sales calls and prospect for new customers
- Meet or exceed Key Performance Indicators
- Enhance the Green Resource brand
- Communicate effectively and frequently with other departments
- Gather competitive information and identify trends
- Represent the company at important conferences, meetings, and/or trade shows
- Network with key contacts within the industry
- Prepare comprehensive written reports and analysis
- Adhere to company policies and procedures
- Conduct business with integrity

## Qualification Requirements

The field sales associate would have obtained a Bachelor's degree from an accredited four-year college or university; or equivalent combination of education and practical work experience of a minimum of five years in the Green Industry.

- Ability to use a computer to assess information
- Must be able to lift a minimum of 50 pounds
- Ability to provide your own transportation to personally deliver small orders