Irrigation Sales Representative

Job Category: Operation Center

Requisition Number: IRRIG01207

Apply now

Posted: October 6, 2020

Full-Time

Porterville

Job Details

Description

JOB SUMMARY/PURPOSE

The primary objective of the Irrigation Sales Representative is to execute against a sales plan and ensure the generation of new sales exceed target goals. Conduct Irrigation sales call, target potential new customers, and follow up with current customer base regarding future needs. Evaluates estimates for customer needs including irrigation pipelines, filters, pumps, and emission devices. Assist with scheduling sub-contractors during the installation phase of projects.

ESSENTIAL JOB FUNCTIONS/DUTIES

- High level of ownership and accountability in all aspects of irrigation system sales
- Execute against a sales plan and ensure the generation of new sales exceed targeted goals for the irrigation department
- Conduct irrigation system sales calls throughout the San Joaquin Valley, targeting potential new customers, and following up with current customer base regarding their future needs
- Evaluates and creates estimates for customers irrigation system needs including: irrigation pipelines, filters, pumps, emission devices, and other irrigation equipment
- Prepare project estimates promptly and accurately
- Understands and assesses field work in order to discuss customer irrigation needs
- Assist with scheduling sub-contractors during installation phase of projects and act as liaison for communication

OTHER DUTIES

- Manage numerous, challenging tasks/projects; must be able to multi task in an organized fashion
- Develop effective relationships with customer base and local growers
- Maintain extraordinary level of customer service
- Maintains a contact sheet of current and potential customers
- Responsible for improving and finding alternative sources and solutions in helping customers accomplish their buying needs
- Other duties as may be assigned

https://recruiting.ultipro.com/SUN1011/JobBoard/3a3f495d-c76a-46ac-9982-e1e0b25c3a15/OpportunityDetail?opportunityId=8b5ab2b8-4cde-4d84-85
MINIMUM QUALIFICATIONS (Education, Certifications/Licenses, Experiences, Knowledge, Skills and Abilities)

Education and Experience

- Strong familiarity with the San Joaquin Valley, Fresno County, and Tulare County
- Strong understanding of irrigation pipelines, filters, pumps, emission devices, and other irrigation equipment
- 3-5 years irrigation experience
- A college degree in an agricultural related field preferred
- Must be fast paced, high energy, a self-starter, with a positive attitude
- Must work well under pressure and thrive in a sales driven environment
- Excellent communication skills, both written and verbal
- Strong computer skills, including Excel, Word, and Outlook - SAP a plus
- Valid unrestricted California driver's license
- Willing and able to lift up to 60 lbs. and handle bulky items
- Continuing educational classes in irrigation will be encouraged

General Skills

- Must be detail oriented and have the ability to manage the details.
- Must be proactive.
- Must possess strong verbal, written and interpersonal skills; ability to communicate with and influence all levels.
- Ability to effectively conduct meetings and training sessions.
- Computer literate with Microsoft and other office equipment.
- Ability to organize and prioritize work.
- Ability to multi-task and handle a number of issues at one time.
- Ability to make independent, effective decisions.

Physical Requirements:

This job may require the individual to perform the following in an 8 hour day:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Never</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Physical Action</td>
<td></td>
</tr>
<tr>
<td>-----------------</td>
<td>---</td>
</tr>
<tr>
<td>Walking</td>
<td>X</td>
</tr>
<tr>
<td>Sitting</td>
<td>X</td>
</tr>
<tr>
<td>Driving</td>
<td>X</td>
</tr>
<tr>
<td>Climbing</td>
<td>X</td>
</tr>
<tr>
<td>Balancing</td>
<td>X</td>
</tr>
<tr>
<td>Stooping</td>
<td>X</td>
</tr>
<tr>
<td>Kneeling</td>
<td>X</td>
</tr>
<tr>
<td>Crouching</td>
<td>X</td>
</tr>
<tr>
<td>Crawling</td>
<td>X</td>
</tr>
<tr>
<td>Reaching</td>
<td>X</td>
</tr>
<tr>
<td>Pushing</td>
<td>X</td>
</tr>
<tr>
<td>Pulling</td>
<td>X</td>
</tr>
</tbody>
</table>

Fruit Growers Supply Company is a dynamic organization and is continually changing to meet the needs of our customers. The duties of our employees will change as the needs of the company change. This job description, while highly descriptive of the representative duties of the position, is not meant to be all inclusive. Other duties may arise which are not specifically written. It is expected that employees will follow all reasonable and legal instructions of their supervisor when asked.

Fruit Growers Supply Company was established in 1907 by the Sunkist Marketing Cooperative. We are the oldest non-profit supply cooperative in the nation and provide growers and packing houses with supply chain support throughout California and Arizona. We solve their problems by offering integrated services and products that can't be found anywhere else within a single organization. We perform irrigation design, manufacture fruit wax, boxes, and pallets, and sell agricultural supplies.

At Fruit Growers Supply Company, we believe that our strength and longevity is a result of the hard work and dedication from our employee’s contributions. We foster a safe and respectful work environment with diversity and inclusion for all employees. We aim to achieve a strong work/life balance for everyone by providing wellness education and benefits including holiday, vacation and sick time. We believe that when our employees are happy, so are our customers.

Your health and welfare are important to us and your benefits are an integral component to your overall compensation. Our comprehensive benefits include medical, dental, vision, life/AD&D insurance, long-term disability, flexible spending accounts, employee assistance programs, voluntary benefits for legal, short-term disability, pet insurance, identity theft coverage, employee-paid critical illness, and family care solutions for children and elderly.

Fruit Growers Supply Company is an equal opportunity employer. Employment opportunities are open to all qualified applicants without regard to race, color, creed, sex, gender identity, sexual orientation, religion, marital status, age, national origin or ancestry, citizenship status, immigration status, military or veteran status, physical or mental disability, pregnancy, genetic characteristics, or any other characteristic protected by federal, state, or local laws. AAP/M/F/V/D

Apply today and join the Fruit Growers Family!

Qualifications
Education
Preferred
   Associates or better.

Experience
Required
   3-5 years: Irrigation Experience

https://fruitgrowers.com/careers/