WestMET

NORTH CENTRAL/GREAT LAKES
REGIONAL SALES MANAGER

Remote | Full-Time | From $125,000 a year

NORTH CENTRAL/GREAT LAKES REGIONAL SALES MANAGER

Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin

At Black Earth, our purpose is to be The Global Leader in Humic Innovation, and we do so with a belief in honesty, integrity, quality, innovation, and safety.

Black Earth is a **WestMET group** company, which is an epicenter for innovation in the fields of sustainable minerals, environmental stewardship, and renewable energy.

Territory Sales Manager – Turf and Ornamental will be responsible for the continued business development through distribution and retail partners serving golf courses, lawn care operators, nurseries, parks and recreation departments, school districts, and sports turf managers. He/she will support our partners in education, forecasting, market development and penetration

WHAT WILL YOU DO:

- Understanding of soils, nutrition, water management, and the ability to put together agronomic plans for clients
- Understand basic cultural practices related to soil health, plant health and turf grass management.
- Integrate and position Black Earth products into customer business plans
- Become active and involved with local industry associations
- Have excellent communication skills, with the ability to make cold calls and deepen existing business relationships
- Work with Director of T&O, KAM and fellow RSM's to develop market strategies and actionable business plans.
- Forecast seasonal product needs by working with purchasing and operations managers
- Conduct occasional product demos/trials
- Be an active participant in local associations, education seminars and tradeshows.

WHAT WILL YOU BRING:

- Bachelor's degree in Turfgrass, Horticulture, Soil Science[KW1] or related field preferred
- 10+ years of experience within the Turf & Ornamental segment (Grower, Manager, Superintendent, Sales, Research, etc)
- 5+ years of experience in agronomy sales focused on nutrition, water management, biologicals, and/or soils.
- Demonstrated leadership experience in the green industry through a combination of education and work experience
- Ability to travel (upwards of 50%), manage and prioritize budget and time.
- Must have excellent oral and written communication skills
- Valid Driver's License
- Proficient use of computer programs to include Excel, Word, Outlook, and PowerPoint

ARE YOU A GOOD MATCH? *APPLY TODAY!*

Black Earth, a WestMET company, is an equal opportunity employer that is committed to creating an inclusive workplace. We evaluate qualified applicants without regard to race, color, religion, age, sex, sexual orientation, gender identity, genetic information, national origin, disability, veteran status, and other legally protected characteristics

This job will remain posted until filled. In accordance with **WestMET** policies, you will be required to undergo a background check and may be required to undergo a substance test. While we appreciate all applications we receive, only candidates under consideration will be contacted.

WHAT WE OFFER:

- Competitive base salary + performance-based commission
- Vehicle allowance
- Expense account
- Health, dental, and vision insurance
- 401(k) with matching
- Paid Time off – vacation, holiday, and sick
- Continued agronomic and sales training
- Career growth opportunities

Pay: From $125,000.00 per year

BENEFITS:

- 401(k)
- 401(k) matching
- Dental insurance
- Flexible schedule
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Retirement plan
- Vision insurance

LICENSE/CERTIFICATION:

- Drivers License (Required)

WILLINGNESS TO TRAVEL:

- 50% (Required)

READY TO JOIN THE TEAM?

HOW TO APPLY:

Please submit your **resume or CV along with a cover letter** outlining your relevant experience to

jobs@westmetgroup.com

https://www.indeed.com/viewjob?jk=551d85093d0600bc&from=shareddesktop_copy

- Please reference the specific job title/posting when submitting your application. All submissions will be processed and actioned accordingly by HR.