



Technical Sales Representative Turf & Ornamental Eastern Ontario (Ottawa – Kingston)

Do you have a passion for turf and intrigued by the consultative approach to sales? Looking to build your career in an exciting industry and a growing world-class organization? Target Specialty Products, one of North-America's largest & fastest growing Turf & Ornamental distributors serving Canada & the United States from 43 locations is seeking a passionate, articulate, team-orientated person to work with the Eastern Canadian sales team. The territory will be for Eastern Ontario.

What do our Sales Representatives do?

Sales Representatives will join a results-oriented environment where they will proceed through a comprehensive training program to learn and understand our turf and ornamental products. They call on a full spectrum of professional turf market segments including golf, lawncare and municipalities. This role enjoys an atmosphere of a wonderful team with individual autonomy, travel, recognition, and rewards for achievement.

- Problem Solve
- Building trust, professional & consultative relationships with our customer
- Create new business opportunities through cold calling, prospecting, networking, leads, referrals and cross selling
- Build partnerships and collaborate effectively with internal and external accounts to maximize growth opportunities and ensure the delivery of outstanding service solutions
- Provide technical support and product information for client inquiries
- Communicate company promotions, programs, and pricing within assigned geography
- Work with key vendor manufacturer representatives to keep current on technical product updates and market programs.

What do we offer?

- World class training of the latest industry best practices
- Industry-leading compensation package
- Company provided technology package and car allowance
- Great benefits - Medical, Dental, and Vision, Employer-matched RSP
- Paid vacation, holidays, and PTO days
- Life Insurance

What do you need?

- Bachelor degree in Business or Science relevant to Turf grass maintenance
- Working knowledge of plant physiology, soil science and plant protection products

- Strong communication skills, both written and verbal with ability to listen to client needs
- Home Office
- Desire and ability to travel via car to support your geographic territory
- Attention to detail
- Self-motivated with the ability to work independently
- Proficiency with Google application as well as Microsoft applications
- Will be required to obtain any required industry licenses
- Valid driver's license/clean driving record

We are looking for individuals who want to make a difference where our customers live and work. Is that you?

Interested applicants apply in confidence to:

Mark Scenna, Sales Manager – Eastern Canada
Mark.scenna@target-specialty.com
416-458-2396

Additional Information

Target Speciality Products, a brand of Rentokil Steritech Canada, is an equal opportunity employer and encourages women, Aboriginal people, persons with disabilities and members of visible minorities to apply for positions. Rentokil Steritech is committed to provide accommodations to applicants with disabilities throughout the recruitment process in accordance with the Accessibility for Ontarians with Disabilities Act, 2005 (AODA). Please ensure to inform us if you require accommodation during any stage of the recruitment process.