



959 South Kipling Parkway, Suite 200
Lakewood CO 80226
Ph: 303-758-6672
www.coloradonga.org

Job Posting

Territory Sales Representative – CO, NM, AZ, Eastern WY

Date Posted: August 16, 2022

Company: Bailey Nurseries, St. Paul, Minnesota

Please Contact:

Laurie Norman
jobs@baileynursery.com

Compensation:

- \$65K - \$75K/year, depending on experience
- Bonus eligible based on performance
- Company vehicle and expenses

To Apply:

Please submit cover letter, resume & minimum salary requirements to: jobs@baileynursery.com
Qualified candidate will exclusively represent Bailey Nurseries Inc.

Job Responsibilities

- Candidate must live within described territory.
- Develop and maintain a strategic sales plan for territory, which includes increasing existing sales as well as developing additional sales.
- Maintain regular communication with current and potential customer base.
- Establish and maintain a travel itinerary well in advance of planned travel.
- Maintain weekly communication with sales manager to report progress, market conditions, performance obstacles, competition, etc.
- Maintain daily contact with inside sales.
- Have regular communication with credit department, inventory department, shipping, traffic, order entry and production.
- Represent Bailey Nurseries Inc at various trade shows, industry association meetings and events, etc., acting as a role model for the nursery and the industry.
- Participate in and contribute to state and regional trade associations where applicable.
- Handle customer requests and concerns promptly and within company guidelines.
- Control all expenses within company guidelines.
- Maintain proper and safe operation of company property including vehicle, computer, office equipment, etc., within company guidelines.
- Attend at least two national sales meetings per year, or as scheduled by sales managers.
- Stay abreast of new plant varieties, growing techniques, equipment, advances in horticulture, etc.
- Other duties as assigned.

Required Qualifications

- BA/BS preferred; prior sales experience required.
- Comprehensive knowledge of Bailey products and systems.



959 South Kipling Parkway, Suite 200
Lakewood CO 80226
Ph: 303-758-6672
www.coloradonga.org

- Comprehensive knowledge of nursery trade, including growers, garden centers, landscapers, horticultural distribution centers, etc.
- Proficient in Windows, Word, Excel, etc.
- Excellent communication skills, both verbal and written.
- Self-motivated, with the ability to work independently, in fast paced, competitive environment.
- Excellent problem-solving skills.
- Demonstrated ability to work well and efficiently with others.
- Ability to travel within territory, 60+ percent of year.
- Must live within territory, preferably near city with airport facilities.
- Valid driver's license and ability to meet company insurability standards.