



## Golf Irrigation Sales

### About Turf Star:

Turf Star, Inc. is the exclusive distributor for Toro Commercial, Consumer & Irrigation equipment in the State of California, Northern Nevada, and Baja.

As professionals in centralized golf irrigation and turf equipment maintenance it is our goal to partner with our customers to provide solutions to their irrigation and equipment maintenance needs to help them improve their results. We are committed to a standard of performance which sets us apart from our competitors and delivers the best value to our partners.

### About the Job:

We have an excellent opportunity for a talented and motivated Golf Irrigation Sales Representative based out of our Brea, California facility.

Territory of Responsibility: Coachella Valley and Imperial county

This position is responsible to sell TORO Golf Irrigation, and other Allied Lines as appropriate within the defined Territory. Customer focus within this territory is on golf courses.

This individual would also be responsible to prospect for new business.

Represent Turf Star in a professional, ethical manner when dealing with Customers and internal staff alike.

### Essential Job Functions:

- Maintain or exceed performance metrics in a variety of disciplines, some of which may change to address market conditions.
  - These are to consistently include Quotas in New, Pre-Owned, Demo, and Allied product lines.
  - Metrics are also to be met in the demonstration and quoting of both New and Demo products.
- Use Sales Force CRM to manage account activity to include; contact management, sales forecasting, call reports and scheduling.
- Provide accurate quotes and configuration of products to Customers in a timely manner.
  - Provide finance options when requested.
- Participation in company sponsored events, training, trade shows, organizations, meetings and other web related activities.
- Develops and maintains a thorough understanding of all products, including specific product configurations, pricing strategies and usage of proprietary software necessary for professional representation in all modes.
  - Maintain vehicle supply of supporting product sales and technical literature.
- Represent the company both externally/ internally with a winning and positive attitude.
- Operate and Maintain Company owned vehicle as mandated by company policies.
- Responsible for proper use and security of Company Owned Assets, which include and not limited to: Company vehicle, mobile smartphone, laptop, etc. as assigned.
- Must present a professional appearance acceptable within industry standards.
- Work in a safe manner at all times.
- This list is not an all inclusive list of the essential job functions.

### Job Requirements:

- Knowledge and experience in navigating the intricacies of irrigation project sales.
- Physically lift 50lbs.
- Capable of working in extreme heat and cold conditions, such as outside elements.

- Demonstrate proper use of equipment; sprinklers, satellites, central controls.
- Clean Motor Vehicle Record
- Road Warrior - Driving company vehicle for extended periods of time.
- Strong computer skills to include: Microsoft Word, Excel and PowerPoint.
- Obtain and maintain SMEI SCPS accreditation.
  - Also known as: SMEI Certified Professional Sales Person
- Adhere to Company requirements for returning phone calls in a timely manner, both internal and external.

**Job Qualifications:**

- Minimum undergraduate degree from accredited school or university, or have a minimum 5 years turf industry experience with municipalities.
- Possess excellent oral and written communication skills.
- Strong Computer Skills in Microsoft Office Suite: Word, Excel, Outlook, and PowerPoint.
- Will be tested on computer skills prior to hiring.
- Clean Motor Vehicle Record
- Display a winning attitude.

**COMPENSATION/BENEFITS:**

- Base Salary paid semi-monthly
- Tiered Commission Program - paid monthly in arrears
- Full Time
- Exempt - Sales
- Personal Time Off (aka PTO)
- Fortune 500 Caliber Benefit Package including Medical/Dental/Vision/Life, etc.
- 401k Plan w/Annual Discretionary Match

**How to Apply:** Interested individuals should send their resume along with a cover letter to [hrtsi@turfstar.com](mailto:hrtsi@turfstar.com).

Turf Star Inc is an Equal Opportunity Employer.