



Job Title: *Technical Specialist – Turf & Landscape*  
Location: Western United States  
Supervisor Title: Director, Turf & Ornamental Division

### **JOB SUMMARY**

SePRO Corporation is a specialty environmental products company focused on protection of food sources, preservation and beautification of greenspaces and restoration of water bodies. Through a tireless commitment to customer-centric innovation and solution-focused technical support, SePRO is poised for continued growth and market leadership.

We are seeking an outstanding team player with high learning agility who thrives on delivering value to customers through technical support and outstanding customer service. The ideal candidate will have a track record of meeting or exceeding sales goals and a commitment to continuous learning and personal development.

### **PRIMARY RESPONSIBILITIES**

Sales Territory: California, Washington, Oregon, Idaho, Utah, Nevada, Arizona, Hawaii (*concentration of existing and potential business is in the CA, AZ and OR markets*)

- Use technical knowledge, sales, and communication skills to gain support and growth of SePRO's products in the turf and landscape markets.
- Implement sales and marketing programs and lead product stewardship efforts in the territory with focus on growth.
- Provide technical training to key audiences, which include golf course superintendents, lawn & landscape professionals, distributors and distributor sales representatives and other related stakeholders.
- Build and maintain relationships with customers and new prospects to promote, sell, and steward SePRO solutions that are aligned with market strategies, and develop tactics to support growth in product use.
- Establish customer-focused objectives in cooperation with Regional Sales Manager and implement plans to achieve those objectives.
- Introduce and represent the appropriate use of products at industry meetings, customer training events and other end-user outreach opportunities.
- Communicate market intelligence effectively within the organization. Utilize CRM software to manage customers, contacts, sales calls, and development initiatives.
- Prioritize business opportunities within the territory and manage time to maximize sales results.
- Actively contribute to a team environment as both a leader and participant.

### **EDUCATION, QUALIFICATIONS AND EXPERIENCE**

- Bachelor's degree
- Experience with plant protection products in US turf and landscape markets is highly desirable
- Excellent presentation and communication skills
- Strong organizational and time management skills
- Business acumen and customer focus
- Computer proficiency with Microsoft Office Suite
- Excellent driving record

### **OTHER REQUIREMENTS**

- The candidate must have the ability to travel on a regular basis, locally and overnight, for product stewardship, technical support, and other sales related efforts.



SePRO Corporation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.