

Title: ACCOUNT MANAGER – LEESBURG BRANCH



22400 EVERGREEN MILLS ROAD, LEESBURG VA 20175

Reporting Relationship: This position reports to the General Manager.

Job Description: The Account Managers support Country Springs Wholesale Nursery by accomplishing the following:

- Delivering a supreme level of service to the customers of Country Springs.
- Building a relationship with an assigned book of key accounts.
- Proactively seeking out new sales opportunities.
- Check availability and prepare quotes for customers. Suggest substitutions based on availability.
- Process sales orders including coordination of pick-up and deliveries with customers.
- Represent Country Springs at trade shows and sponsored industry events.
- Consult with the purchasing team in regards to appropriate stocking levels and mix.
- Assist walk-in customers and house accounts as needed.

Qualifications:

The ideal candidate will possess the following qualifications and skills:

- 5 years' experience in the nursery/ landscape industry.
- 5 years' experience serving in customer service and sales roles.
- Strong knowledge of horticulture and the ability to suggest substitutions as necessary.
- Excellent communication and team skills.
- Be a team player who is willing to assist coworkers with various tasks.
- Have the physical ability to lift heavy items (50lbs or more) occasionally.
- A great level of respect for attention to detail and sense of urgency.
- Experience in the hardscape industry.
- Being bilingual with Spanish would be a plus.

Overall this position is focused on several goals the first of which is strengthening the team members of Country Springs Wholesale by providing education, guidance and suggestions. Also, assist the GM in an effort as to grow the company's position as the preferred source for products by landscape professionals and the most desired distribution point for growers and hardgood suppliers in the Washington and Baltimore Metro area. This is an important position on the Country Springs team and is expected to work with and be supported by the team.

Updated 2/7/2017

Competitive Pay & Great Benefits:

- Medical & Dental Insurance
- Paid Holidays
- Paid Time Off

Forward your resume to Rob Conaway, General Manager, at rconaway@countryspringswholesale.com. The employment application is available to download on our website at <http://countryspringswholesalenursery.com/lisbon/>