



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

Job Posting

Colorado Territory Manager - Horticulture

Date Posted: December 18, 2023

Company: Harrell's, Lakeland, Florida

Please Contact:

Marlon Carrera
mcarrera@Harrells.com
669.500.6573

Compensation:

\$90,000 - \$125,000/annual salary

To Apply:

Please email your resume to: mcarrera@Harrells.com

JOB SUMMARY

Develop existing accounts as well as identify and analyze new customers within an assigned sales territory. Responsible in bringing consistent flow of profitable new business to the division in accordance with the company's sales plan.

ESSENTIAL FUNCTIONS

- Develop trust as well as a solid working relationship with potential customers.
- Secure orders from existing and potential customers by visiting the customer facility or contacting directly by phone, text message, email or other.
- Represent Harrell's LLC in a professional manner by selling designated product line within a predetermined territory by offering solutions and providing growers with technical support.
- Prepare and present proposals, quotes and recommend products based on customer needs.
- Assist customers and arrange payment terms in accordance with established company guidelines
- Attend sales meetings, represent Harrell's at trade shows, events and educational activities to stay up to date on the latest developments, trends and regulations in the market.
- Stay current on product labels, research and performance of Harrell's products.
- Manage controllable expenses in the territory.
- Maintain contact with key university faculty and independent researchers in the territory
- Support credit department in the collection of credit applications processing credit and keeping accounts current.
- Maintain expert knowledge of agronomics in order to give educated recommendations to customers regarding products.
- Suggest marketing programs and pricing in territory.
- Ensure compliance with all Federal, State and Local ordinances affecting this position.
- Ensure compliance with all Company policies and programs.
- Accurately complete and maintain proper sales reports.



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EDUCATION

- Bachelor's degree in Horticulture or related field preferred or equivalent sales or industry experience.
- Master's degree preferred.

WORK EXPERIENCE

- Three to five years of sales experience.

LICENSES AND CERTIFICATIONS

- Applicable dealers license (state specific).
- Must have a current and valid driver license.

SKILLS AND ABILITIES

- Strong leadership, problem solving, excellent verbal and writing communication and decision making skills.
- Strong organizational and interpersonal skills and project management skills including the ability to work against pressing deadlines.
- Ability to prioritize tasks and to work independently.
- Working knowledge of computer software including Microsoft Office.
- Ability to drive a vehicle to existing and potential customers.

PHYSICAL REQUIREMENTS

- Communicating with internal and external customers – must be able to talk, hear, see, and comprehend.
- The use of a computer and phone – Must be able to see, type, write, finger, grasp, and sit; must be able to use a mobile phone.
- Mobility inside the office to access filing cabinets, office machines, and supplies – must be able to move about the office space, reach, bend, and occasionally lift up to 50 pounds.
- Travel – frequent via air and/or vehicle for monthly inter-site visits, as well as meetings, seminars, conferences, etc. as applicable.

WORKING CONDITIONS

- Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.
- Work is routinely performed in a typical office environment as well as some exposure to the elements of nature while traveling and visiting customers.
- Exposed to various traffic conditions and possible construction.
- Frequent exposure to severe weather conditions, both heat and cold.
- Frequent exposure to dust, and noise levels that exceed a normal threshold.

PERSONAL PROTECTIVE EQUIPMENT

- None.

The statements herein are intended to describe the general nature and levels of work performed by employees, but are not a complete list of responsibilities, duties, and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer. Harrell's LLC is an Equal Opportunity/Affirmative Action Employer – Protected Veterans/Disabled. This company will provide Equal Opportunity to all individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, GINA, and age.