



**PLANTPRODUCTS®**

## Technical Sales Representative – Golf and Landscape

**Full time**

**Laval, Québec**

**Whether you're an employee or customer, our mission is to ensure you're provided with everything you need to grow. Plant Products is proud to be the distributor partner of choice for specialty horticulture growers throughout Canada and the USA.**

**If you are a team player with a strong work ethic, a self-starter, and passionate about making a difference, then you are exactly who we are looking for!**

### **Sales & Business Development**

- Work with the Quebec Turf Sales Manager to develop and implement strategies to introduce and promote Plant Products' exclusive and proprietary products to municipal, sports field, cemetery, golf, and lawn care customers accounts across Eastern Quebec, specifically; Quebec City, Mauricie, Chaudiere-Appalaches, Saguenay, Bas-St-Laurent, Gaspesie, Cote Nord.
- Grow inactive accounts (no business in the past two years) by re-establishing relationships ensuring customers understand the scope of Plant Products' product line.
- Ensure products are included in tenders for key markets (Golf, Lawn Care, City and Municipality green space managers).
- Contribute to the company's growth objectives by identifying new opportunities and actively prospecting.
- Achieve and manage annual sales and margin targets.
- Report changes in market conditions to management.
- Maintain competitive awareness and pursue tenders appropriately.

### **Customer Relationship Management**

- Serve as the main account contact for pricing and credit terms.
- Develop strong, long-term business relationships to ensure customer satisfaction and loyalty.
- Ensure customers keep within the credit guidelines established by the company.
- Manage overdue account collection when necessary.
- Maintain accurate customer records, contact lists, and daily activity logs in the CMS.
- Manage sales pipeline, leads, and opportunities using CRM tools.
- Address and resolve product complaints following company procedures.
- Provide assistance on the Customer Service Desk when required.

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Plant Products is committed to providing an inclusive and barrier-free work environment, beginning with the hiring process. We are an Equal Opportunity Employer and welcome applications from candidates, in accordance with all relevant legislation. Plant Products provides an accessible environment in which all individuals have access in a way that respects the dignity and independence of people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

**Here we grow again**

## Technical Support

- Technical support for lawn care operators and golf course superintendents in the use of Pest Control Products, Fertilizers, Seed and Innovative Consumables.
- Conduct pest and disease identification.
- Implement product demonstrations and trials.

## Marketing & Promotion

- Attend trade shows, technical conferences, and industry meetings.
- Support the creation and execution of marketing campaigns and lead generation activities.
- Assist in developing new products in collaboration with Sales, Product, and Marketing teams.
- Promote Plant Products' programs, products, and services.
- Provide market intelligence and customer feedback to internal teams.

## Other duties

- Remain current with agronomic practices, sales strategies and industry activities.
- Maintain confidentiality of company and customer information at all times.
- Participate in company sales meetings as required.
- Perform other duties as assigned.

## Assets

- Strong personality with proven sales and relationship-building skills.
- Technical knowledge through horticulture industry experience and/or post-secondary education.
- Excellent verbal and written communication skills.
- Team-oriented and results-driven.
- Proficient in computer-based work environments.

## Contact

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