



TERRITORY ACCOUNT MANAGER

Description:

Applied Turf Products (ATP) is a fast growing Midwestern distributor of erosion control equipment and supplies. Equipment includes, Finn HydroSeeders[®], Straw Blowers, Bark Blowers, and Silt fence plows. Erosion & drainage supplies include erosion blankets, silt fence, geo-grids & fabrics, hydroseeding supplies, etc.

Target Markets:

Market segments include: Landscape Contractors, Landfills, General Contractors, Excavating companies, Golf Course Contractors, Parks & Recreation Departments, Public Works Depts., Mining reclamation Co., County Governments, Erosion Control Contractors, Nurseries, Pipeline contractors, and Home builders. Territory will include upper and Central Illinois.

Responsibilities:

- Identifying prospective customers
- Establishing weekly appointments for equipment demonstrations
- Growing & retaining sales with existing accounts
- Identify competitive trends that could impact our business
- Track civil and DOT projects with future opportunities in your assigned market

Training will be provided and the successful candidate will be proficient in operating all Finn equipment, conveying the proper feature/benefits of owning a Finn product, and adhering to mutual goals, producing measurable results.

The successful candidate must be a motivated self-starter with good communication skills and possess a desire to help our customers achieve results that makes them successful.

Compensation is commensurate on the candidates' qualifications and work experience. There will be salary, commission, use of company vehicle, cell phone, lap-top, and paid Vacation.

Contact:

Interested individuals should email their resumes' to dave@appliedturf.com or fax 636-278-6027