

Sales Representative – Distribution/Nursery and Landscape

Target Specialty Products -- San Jose



Target Specialty Products is proud to be a leading wholesale distributor of specialty agricultural chemicals, application equipment, products, supplies, services and education. Target serves the entire United States from 18 conveniently located branch locations and provides products and services to the following industries, in both the private and public sector: structural pest control, landscape construction and maintenance, golf course maintenance and turfgrass maintenance, production nursery, industrial vegetation management, aquatic, forestry and vector control. Target's main offices are located in Santa Fe Springs, California in the west and Reading, Pennsylvania in the east.

We are currently seeking energetic, self-motivated individuals to cover the structural pest control markets. Candidate must have 4-year degree or 5 years experience in Horticultural field. Must possess good organizational, communication and interpersonal skills.

Target offers:

- Generous Base Pay + Commissions
- Health Insurance + 401k
- Paid Vacations/Sick time
- Vehicle with Gas
- Smart Phone
- Laptop
- Desired Skills and Experience

We prefer candidates with these qualifications:

- 5+ years experience in horticulture related field with a stable work history or a 4-year College Degree
- PCA license required, or ability to obtain
- Outgoing, Energetic and Persistent
- Relationship/Consultative Selling
- Trustworthy and able to work independently with minimal supervision
- Professional Appearance & Demeanor: Business Casual Attire
- Comfortable speaking with and presenting to individuals and small groups
- Proficient Computer Skills: Internet, email, contact management software and smart phone operation
- Excellent verbal and written communication