



Job Title: *Technical Specialist – Turf & Landscape*
Location: Great Lakes West
Supervisor Title: Turf & Landscape National Manager

JOB SUMMARY

SePRO Corporation is a specialty environmental products company focused on protection of food sources, preservation and beautification of green spaces, and restoration of water bodies. Through a tireless commitment to customer-centric innovation and solution-focused technical support, SePRO is poised for continued growth and market leadership.

We are seeking an outstanding team player with high learning agility who thrives on delivering value to customers through technical support and outstanding customer service. The ideal candidate will have a history of meeting or exceeding sales goals and a commitment to continuous learning and personal development.

PRIMARY RESPONSIBILITIES

Sales Territory: Illinois, Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Montana
(*Note: Concentration of existing and potential business is located in the IL/WI/MN markets*).

- Use technical knowledge, sales, and communication skills to gain support and growth of SePRO products in the golf, sports turf, and lawn care markets. Also accountable for growing landscape business in high potential portions of the territory.
- Implement sales and marketing programs and lead product stewardship efforts in the territory with a focus on new account acquisition and growth.
- Provide technical training for key audiences, which include golf course superintendents, sports turf managers, distributors and distributor sales representatives, and other related stakeholders.
- Build and maintain relationships with customers and new prospects to promote, sell, and steward SePRO solutions that are aligned with market strategies, and develop tactics to support growth in product use.
- Establish customer-focused objectives in cooperation with Turf and Landscape National Manager and implement plans to achieve those objectives.
- Introduce and represent the appropriate use of products at industry meetings, customer training events and other end-user outreach opportunities.
- Communicate market intelligence effectively within the organization. Utilize CRM software to manage customers, contacts, sales calls, and development initiatives.
- Prioritize business opportunities within the territory and manage time to maximize sales results.
- Actively contribute to a team environment as both a leader and participant.



EDUCATION, QUALIFICATIONS AND EXPERIENCE

- Bachelor's degree
- Experience with plant protection products in the U.S. - Midwest Golf and Lawncare markets is highly desirable
- Excellent presentation and communication skills
- Strong organizational and time management skills
- Business acumen and customer focus
- High commitment to activities
- Computer proficiency with Microsoft Office Suite
- Excellent driving record

OTHER REQUIREMENTS

- The candidate must have the ability to travel on a regular basis, locally and overnight, for product stewardship, technical support, and other sales-related efforts.

SePRO Corporation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.