



Job Description

This position is responsible for creating end user demand, building relationships with distributors, and achieving sales goals within a given territory. The sales representative will focus on positioning My Urban Greenhouse (MUG) products with enough distribution to enable MUG to meet its sales goals for all products. This position will focus more than 50% of time on calls focused on end-users to create demand and grow MUG brand awareness.

Job Requirements:

1. Develop an annual sales plan in conjunction with MUG sales and budget goals
2. Handle all day-to-day sales and operational needs, including: sales training on all products stocked, inventory management, creation of an annual sales plan, work with a distributor's key sales personnel to grow brand awareness and sales
3. Create end user demand for MUG products
4. Develop the technical expertise necessary to sell MUG products to both commercial grow operations and distributors
5. Handle or delegate administrative and support activities in a timely, accurate manner
6. Call on both new and existing accounts to increase MUG's sales and brand awareness
7. Provide product training to customers (distributors and end users) on a regular basis, especially with new product introductions

Skills & Abilities:

- Must have outstanding oral, written and verbal communication and presentation skills as well as negotiation skills
- Must have thorough knowledge of Microsoft Office software is required specifically Word, Excel, PowerPoint
- Must have proven track record of high sales performance, including meeting/exceeding sales targets, or very recognizable sales skills with potential to enhance
- Must have high level of comfort in communicating with every level of an organization from top level executives to field personnel
- Must have the entrepreneurial drive to succeed

Education & Experience:

- Bachelor's Degree
- 1-3 + years of sales experience

Travel: Up to 20%

Email Resumes to support@myurbangreenhouse.com