

Sales Representative

Location: In-person, Mission BC

Reports to: Sales Manager

About Us

Sidhu & Sons Nursery Ltd. was founded in 1975 as a hobby farm in Mission, BC and has since grown to become a nationwide leader in the wholesale nursery industry. As a diverse and continually growing company, we strive to hire individuals who are flexible, driven, and forward-thinking.

About the Role

We are looking for an experienced Sales Representative to manage our **Eastern Canada and United States regions**. The Sales Representative works with customers in their assigned region to ensure a smooth sales process, is responsible for developing leads with new customers, and continuously seeks opportunities to present additional products to current customers.

Travel is required for this role, to do site visits at our nurseries, to attend trade shows, and do customer visits.

Duties & Responsibilities

- Builds relationships with new and established customers to provide superior customer service
- Identifies new sales opportunities by understanding customers' current and future needs
- Provides support for outside/independent sales representatives
- Maintains industry knowledge and product knowledge
- Responds to customer inquiries via phone, email, and fax
- Enters orders into Grow Point
- Regularly visit Sidhu and Sons Nursery sites to examine orders and inventory in general
- Documents all pertinent customer information and conversations
- Attends trade shows and other events as required
- Conducts region visits to maintain relationships with current customers and to build relationships with potential customers
- Other duties as assigned

Top Candidate Qualifications

- 5+ years of nursery/horticulture sales experience, ideally in the East Coast market
- Experience using inventory software for order entry, reviewing sales and strategizing
- Exceptional plant knowledge
- Proven interpersonal and communication skills
- Ability to prioritize and manage time effectively
- Proficient in MS Office Suite, inventory management systems, and online conferencing systems (i.e. Zoom)



Sidhu & Sons Nursery Ltd

- Well organized and self-motivated

Working Conditions & Physical Environment

- Normal office setting –sitting, keyboarding, phone calls
- Walking, bending, and lifting to physically verify plant quality
- Time spent outdoors doing site visits and product checks
- Travel required

Compensation and Benefits:

- \$75,000 - \$110,000 CAD (salary dependent on candidate experience level, qualifications, education, and training)
- Extended health and dental benefits
- RRSP matching program

Sidhu and Sons Nursery Ltd. is an equal opportunity employer and is committed to diversity and inclusion. All hiring decisions are based solely on business needs, job requirements, and candidate qualifications.