

Dramm Corporation Career Opportunity

Eastern OR Western US Technical Sales Representative, Commercial Division

Dramm is looking for a talented sales representative for EITHER the Eastern or Western US Region. We are planning to adjust territories to fit the ideal candidate in one of the two regions.

The Dramm Corporation has been a leader in horticultural production tools and equipment since 1941. Our representative will be responsible for the sales of our Commercial products: Dramm Watering Tools, Irrigation Systems, Chemical Application Equipment, Horizontal Air Flow Fans, Humidity Management and *DRAMMwater* Water Treatment Systems.

The Eastern US Region will encompass Maine, New Hampshire, Vermont, Massachusetts, New York, New Jersey, Rhode Island, Connecticut, Pennsylvania, West Virginia, Maryland, Delaware, Virginia, North Carolina, South Carolina, Georgia and Florida. The position will require regular travel within the territory and beyond as need requires. The representative will be responsible for calling on greenhouses and growing operations, maintaining distribution relationships and cultivating new business opportunities both directly and indirectly.

The Western US Region will encompass California, Oregon, Washington, Nevada, Idaho, Alaska, Montana, Arizona, New Mexico, Wyoming, Utah and Colorado. The position will require regular travel within the territory and beyond as need requires. The representative will be responsible for calling on greenhouses and growing operations, maintaining distribution relationships and cultivating new business opportunities both directly and indirectly.

The ideal candidate will **live in the territory** and have:

- A technical understanding of the horticulture industry, greenhouses and growing in general.
- Excellent communication skills.
- A consultive approach to sales and relationships.
- An understanding of Project Sales and Capital Goods Sales.
- Strong computer proficiency, including all MS Office software. CRM systems experience a bonus.
- A strong work ethic and an ability to self-start.

Dramm Corporation Career Opportunity

Eastern OR Western US Technical Sales Representative, Commercial Division

- The ability to work as part of a team.

Please email resume in **PDF format** for consideration for this position.