

# Dramm Corporation Career Opportunity

## **Eastern US Technical Sales Representative, Commercial Division**

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Dramm is looking for a talented sales representative for the Eastern US Region.

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 and DRAMMwater Water Treatment Systems.

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

The ideal candidate will have:

- A technical understanding of the industry, greenhouses and growing in general. Previous irrigation experience a plus.
- Excellent communication skills.
- A consultive approach to sales and relationships.
- Strong computer proficiency, including all MS Office software. CRM systems experience a bonus.
- A strong work ethic and an ability to self-start.
- The ability to work as part of a team,

Please email cover letter and resume in PDF format for consideration for this position.