

Dramm Corporation Career Opportunity

Western US Technical Sales Representative, Commercial Division

Dramm is looking for a talented sales representative for the Western 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 Western US Region will encompass California, Oregon, Washington, Nevada, Idaho, Alaska, Montana, and Utah. 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 have:

- A technical understanding of the 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.
- The ability to work as part of a team,

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