

Job Description: Sales and Client Service

Carolina Native Nursery is looking for a new team member. During the summer and fall of 2018 the staff at Carolina Native tried a new sales program to better serve our garden center and retail clients throughout western N.C. This involved stopping at current clients with a truck load of great looking plants, letting them select what they wanted, helping to unload, creating and leaving an invoice, then going to the next stop. This included Asheville, Hendersonville, Brevard, Highlands, Cashiers and all areas in between, as well as, the upstate S.C. areas of Greenville and Spartanburg. It was a very successful and enjoyable trial so we want to start early in the spring. The clients on these routes are all current clients which we will introduce you to. Some of them have been clients for many years and all really appreciate this service. We believe this will take you on the road 3 to 4 days a week.

Having a great, can-do attitude is a must. This is very important to us.

Knowledge and excitement about native plants corresponding to Carolina Native's plant list.

Sales Skills: Willingness to learn new skills and consistency in developing them.. Eager to talk with clients, develop your own relationship with them.

Ability to drive our cabover delivery truck: Does not require a CDL. Good driving record, no DWI. Subject to approval by Carolina Native Nursery's insurance company.

Serve clients on routes. Improve routes as needed. Keep up with contact information. Take orders beyond what is on truck. Arrange other deliveries with office.

Explore and develop any potential new clients along the way.

Full time position: Base Salary dependant on experience (\$28,000 - \$32,000) plus commission.

Microsoft Word, Excel, Facebook, and Instagram knowledge. Quickbooks is a plus.