



Sales Manager - Bulk Landscape Material

Carpinito Brothers is a family-owned and operated leading supplier of landscape bark and soil products. For over 40 years, we've been serving Northwest retail outlets, commercial job sites, and homeowners with premium landscape material. Our established, growth-oriented company is seeking a Bulk Material Sales Manager. Our ideal candidate is a motivated, organized, idea-driven individual who is familiar with the landscape and/or construction industries.

Job Summary

This position's primary function is to sell bulk landscape bark mulch and soil products to commercial landscapers, retail outlets, and other wholesale channels, with the goal to acquire new business and manage existing accounts.

Responsibilities

- Build relationships with industry decision makers
- Monitor and source new business through posted projects
- Collaborate with management to write and submit quotes to prospects and current accounts
- Conduct follow-ups in a timely manner
- Curate ideas to enhance sales growth
- Support company with evolving market demands
- Help procure and create soil mixes for job-specific requirements
- Work with ownership to reach increased levels of market share
- Closely observe and report competition and market trends

Qualifications

- Minimum 3-5 years B2B sales experience
- Experience in landscape and/or construction industries is preferred
- Ability to problem solve and apply critical thinking
- Strong organizational and communication skills
- Ability to independently research, identify, and acquire new business
- Knowledge of Microsoft Office

Carpinito Brothers offers top industry wages for this position. We offer a full benefits package including: Medical, Dental, Vacation, and 401k. You will also receive employee discounts on most of our products. We are a growing company and there is room for the right person to advance. Your drive, enthusiasm and problem-solving skills will be rewarded.

Please send your resume to info@carpinito.com to be considered for this position.