SEPRO Scientific • 11550 North Meridian Street, Suite 600 • Carmel, IN 46032 USA • 1-800-419-7779

Technical Sales Specialist - Turf & Landscape (Southeast)
Territory: AL, GA, MS, NC, SC, TN, VA
Supervisor Title: Turf & Landscape National Manager

JOB SUMMARY

SEPRO Scientific is the trusted authority in water and land health. Backed by decades of peer-reviewed research and a team of scientists, field experts, and technical consultants, we monitor, diagnose, restore, and protect managed landscapes, waterways, and habitats at any scale.

We are seeking a motivated, result-driven sales professional to grow SEPRO's Turf & Landscape business throughout the Southeast. This field sales position is responsible for developing new business, growing existing accounts, and achieving strategic sales goals across the golf, sports turf, and landscape markets. The ideal candidate will combine technical agronomic knowledge with strong commercial skills to promote SEPRO solutions and drive customer success.

PRIMARY RESPONSIBILITIES

1. **Territory Growth:** Develop and execute sales plans to acquire new accounts and expand business within the golf, sports turf, and high-potential landscape segments.
2. **Relationship Management:** Cultivate and maintain strong professional relationships with distributors, distributor sales representatives, golf course superintendents, sports turf managers, landscapers, and research cooperators.
3. **Technical Training & Stewardship:** Provide technical product training and field presentations to key audiences to support product adoption and lead stewardship efforts.
4. **Strategic Planning:** Establish customer-focused objectives in cooperation with the Turf and Landscape National Manager, implementing corporate business strategies with minimal routine supervision.
5. **Market Intelligence:** Track industry trends, competitive data, and technical field issues, communicating insights effectively into internal sales, marketing, and technical teams.
6. **CRM & Pipeline Operations:** Utilize CRM software to manage customer profiles, organize contacts, track sales calls, and prioritize high-potential territory opportunities.
7. **Industry Representation:** Represent SEPRO at trade shows, customer meetings, training events and industry conferences.
8. **Team Collaboration:** Actively contribute to a team environment as both an independent self-starter and a collaborative participant to directly impact organizational growth.

EDUCATION, QUALIFICATIONS AND EXPERIENCE

- **Education:** Bachelor’s degree in Agronomy, Turfgrass Science, Environmental Management, Business, or a related applied science field.
- **Industry Experience:** Prior experience working with plant protection products or chemical distribution in US turf markets is highly desirable.
- **Communication:** Exceptional verbal, written, listening, and presentation skills suited for continuous professional customer interaction.
- **Business Acumen:** Strong organizational skills, personal initiative, budget awareness, and the ability to manage multiple projects and changing priorities.
- **Technical Skills:** Computer proficiency with Microsoft Office and CRM software.
- **Travel & Requirements:** Valid driver's license with an excellent driving record, and the ability to travel regularly (locally and overnight) for technical support and sales efforts.

SEPRO Scientific • 11550 North Meridian Street, Suite 600 • Carmel, IN 46032 USA • 1-800-419-7779

EQUAL OPPORTUNITY EMPLOYER

SEPRO Scientific provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.