

## Counter Sales I Job Description



Our Counter Sales Representatives are knowledgeable, energetic and consistently deliver the best overall customer experience. To succeed in this role, you need to be passionate and customer obsessed while serving commercial and residential consumers in the green industry.

### **What you'll do:**

- Demonstrate exceptional customer service to all SiteOne customers
- Cultivate and manage strong relationships with customers
- Assist customers with their questions and needs, either in person, via the phone or through online ordering
- Pull and prepare inventory orders for customer pick up or delivery
- Proactively identify and capitalize on opportunities to grow sales with current and potential customers
- Assist with merchandising product, managing inventory, and other store tasks while maintaining a safe working environment

### **What we are seeking:**

- Minimum of 1 year experience in a retail or wholesale setting
- Excellent customer service skills
- Green industry experience or knowledge of landscape, nursery, or irrigation product a plus
- Ability to think quickly and make sound decisions
- Inventory management experience helpful
- Must be able to lift a minimum of 50 pounds
- High school diploma or equivalent preferred

THE INFORMATION CONTAINED HEREIN IS NOT INTENDED TO BE AN EXHAUSTIVE LIST OF ALL RESPONSIBILITIES, DUTIES AND QUALIFICATIONS REQUIRED OF INDIVIDUALS PERFORMING THE JOB. THE QUALIFICATIONS DETAILED IN THIS JOB DESCRIPTION ARE NOT CONSIDERED THE MINIMUM REQUIREMENTS NECESSARY TO PERFORM THE JOB, BUT RATHER AS GUIDELINES. THEY MAY VARY FROM POSITION TO POSITION.

*Revised September 2022*