



Tree Nursery and Greenhouse Supply Sales Representative

Location:

Calgary, Alberta, Canada

About Us:

BWI-ACME is an emerging supplier in the tree nursery and greenhouse industry, dedicated to providing top-quality supplies and solutions to support our clients' growth and sustainability. We pride ourselves on exceptional customer service, innovation, and a commitment to helping nurseries and greenhouses succeed.

Job Summary:

We are seeking a motivated, knowledgeable, and experienced Tree Nursery and Greenhouse Supply Sales Representative to join our team. This role involves building and maintaining strong relationships with clients, understanding their needs, and providing expert guidance on products that will best support their operations. The ideal candidate has experience in tree nursery, greenhouse, horticulture, sales, and customer service and a passion for helping clients grow their businesses. This is a hybrid position, where you are required to work in the office and travel throughout your territory.

Key Responsibilities:

- Develop and maintain strong, long-term relationships with existing and new clients in the tree nursery and greenhouse sectors.
- Identify client needs, recommend appropriate products, and provide information on the benefits and usage of our supplies.
- Achieve and exceed sales targets by actively engaging in prospecting, networking, and outbound sales activities.



- Stay up-to-date on industry trends, products, and competitor offerings to serve as a knowledgeable resource for clients.
- Conduct on-site visits, product demonstrations, and training sessions for clients as required.
- Collaborate with the customer service and warehouse teams to ensure efficient order processing and timely delivery.
- Document and report client interactions, sales activities, and results.

Qualifications:

- 5+ years of sales experience in the horticulture, nursery, or greenhouse industry preferred.
- A strong understanding of tree nursery and greenhouse supplies, materials, and equipment.
- Excellent communication, negotiation, and relationship-building skills.
- Self-motivated with a results-driven approach.
- Strong organizational and time-management skills.
- Valid driver's license and ability to travel within the territory as needed.

Benefits:

- Competitive base salary plus commission structure.
- \$2000 Health spending account, ADD, CI, LTD, Life Insurance, Catastrophic Drug Coverage, and Travel
- Opportunities for professional development and industry training.
- A collaborative and supportive work environment.

How to Apply:

If you are passionate about the horticulture industry and have a proven track record in sales, we would love to hear from you! Please submit your resume and a cover letter detailing your experience to quinn@bwi-1.com.