Job Title: Cut Flower Sales Representative

Reports to: Sales Manager **Location:** St. Louis, MO

Company: Baisch & Skinner, Inc.

Full/Part Time: Full Time **Regular/Temporary:** Regular

Company Description: Baisch & Skinner is a wholesale floral distributor based in St. Louis, MO with seven branch store locations throughout the Midwest. Importers of fresh cut flowers, permanent botanicals, decoratives, glassware, and floral supplies, Baisch & Skinner is a business-to-business distributor that serves the floral, design, and hospitality industries.

Responsibilities:

- Present Baisch & Skinner's line of fresh cut flowers, blooming plants, and floral supplies to current and potential clients.
- Service an assigned set of established accounts.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Assist customers with purchases including in-store sales, phone sales, catalog sales, online sales, and returned merchandise.
- Identify and resolve client concerns.
- Coordinate shipping schedules and delivery of merchandise and services.
- Assist in the implementation of company marketing plans as needed.
- Maintain a positive attitude at all times with customers while addressing their needs.
- Upkeep of showroom to include displays, restocking merchandise, and general cleaning.
- Contributes to team effort by accomplishing related results and other duties as assigned.

Qualifications:

- High School diploma or equivalent
- Ability to identify cut flower varieties and distinguish quality characteristics preferred, but not required
- Strong organizational, project and time management skills required
- Excellent written and oral communication skills essential for professional phone and personal contacts
- Strong computer skills with a proficiency using the internet and email systems
- Demonstrated customer service focus with a professional demeanor and appearance
- Ability to work in a fast-paced environment while meeting project deadlines
- Thrives in a team atmosphere and enjoys working with others.
- Willingness to work a flexible schedule to accommodate heavy work volume
- Ability to stand for extended periods of time
- Ability to lift, load, unload and move product weighing up to 40 lbs