



MCKAY NURSERY COMPANY

Job Description

Wholesales Inside Sales Representative Waterloo, WI

McKay Nursery Company is an employee owned company in Waterloo, WI. Since 1897 we have been an industry leader in growing plant material. Our current wholesale customer base spans the northern tier of the country from Maine to Alaska.

Position Description

We currently have a full-time Wholesales Inside Sales Representative position available in our business division located in Waterloo, WI. In addition to competitive wages we offer a generous benefit package (paid holidays, paid time off, health, dental and life insurance, short term disability and vision discounts). McKay offers a 401(k) and when eligible, you will become an employee owner as a member of our Employee Stock Ownership Plan receiving a fully company paid retirement plan.

Travel expenses are paid/reimbursed by McKay.

This Wholesales Inside Sales Representative position is responsible for:

- Growing wholesale sales with current customers and sales to new accounts
- Assisting salespeople with taking customer phone orders, making outgoing sales calls, maintaining email lists, taking crop photos, sending customer order recaps, notifying customers of scheduled deliveries, & printing of color picture tags and signage for orders.
- Building a strong network of industry contacts through relationship management utilizing various forms of communication including onsite customer visits, developing service and contact schedules, promoting McKay through trade association representation etc.
- Maintaining an assigned book of business with customers in close proximity to the nursery, traveling up to 20% of your time during select periods of the year
- Helping maintain customer email lists and help develop content for newsletters for weekly availability updates and bi-monthly newsletters
- Additional duties as assigned due to seasonal fluctuations may include: assisting with shipping, inventory and other time-sensitive critical tasks.

Best candidates will have:

- Basic Plant Knowledge
- Experience in Nursery, Landscape or Garden Center industries
- Customer service experience
- Sales experience
- Verifiable problem-solving skills
- Ability to prioritize job duties in a fast-paced seasonal environment
- Strong work ethic
- Demonstrated ability to work with others to achieve the team goals
- Demonstrated willingness to learn



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Supervisory responsibility - This position has no direct supervisory responsibilities.

What you will experience:

- An exciting, fast paced environment with a growing nursery
- Veteran leadership with an open-door policy
- A focus on making our employees the best they can be
- Team approach to problem solving

To apply – email your resume to Lschomber@mckaynursery.com.

MCKAY IS AN EQUAL OPPORTUNITY EMPLOYER & EMPLOYEE OWNED
920-478-2121 www.mckaynursery.com