

Job Title: Commercial Playground Sales Representative

Job Overview: As a Commercial Playground Sales Representative, you will be responsible for overseeing the planning, design, and sales of commercial playground equipment and services to various customers, including schools, parks and rec, municipalities, landscape architects, General Contractors, Developers, HOA, Office Building and Apartment Managements Firms, Churches and places of Worship, Child Care Facilities, Military Bases, hospitals, and private businesses.

You will use your strong sales and relationship-building skills to identify and develop new business opportunities, assess customer needs, and provide customized solutions that fit their budget and requirements.

Leverage strong leadership, communication, and organizational skills to work with company teams across design, planning, installation, finance, operations and executive leadership to ensure customer projects completed within budget, on time, and to the satisfaction of stakeholders.

Key Responsibilities:

- Develop and maintain a sales pipeline by identifying potential customers and building relationships.
- Conduct sales presentations to prospective customers to showcase products and services offered.
- Provide accurate quotes and proposals to customers, negotiate contracts, and close sales.
- Collaborate with design and installation teams to ensure timely and accurate completion of projects.
- Provide excellent customer service by responding promptly to customer inquiries and concerns.
- Develop and maintain a thorough knowledge of the company's products and services, as well as industry trends and best practices.
- Attend trade shows and events to promote products and services and expand customer network.
- Stay current on industry certifications and provided training.
- Maintain accurate records of sales activity and customer information in the company's CRM system.
- Meet or exceed monthly and annual sales targets.

Requirements:

- Strong communication, interpersonal, and relationship-building skills.
- Work independently and as part of a team.
- Build and maintain relationships with customers.
- Ability to identify customer needs and develop solutions.
- Sales experience in the commercial playground equipment industry or a related field.
- Experience using design software, CRM and MS Office products.
- Familiarity with playground equipment and safety standards.
- Bachelor's degree in business, marketing, engineering, construction management or a related field preferred.

Compensation: Market competitive compensation plan. Company offers medical and dental benefits, 401k matching and profit sharing.