



Job: Golf Course and Lawn Care Agronomic Sales & Business Development– Fertilizers & Pesticides

Location: North and Central AL

Date Posted: May 2025

Description:

Regal Chemical is looking for a competitive sales and business development representative to maintain and develop professional turf sales, focusing primarily on the golf course and lawn care markets in North and Central Alabama. The successful candidate will maintain current relationships, build new relationships, generate leads, qualify prospects, and increase income and revenue by recommending agronomic solutions and selling value added agronomic products (fertilizers, pesticides, and Regal proprietary products).

Responsibilities

- Maintain and grow current territory sales.
- Evaluate customers' needs and build productive long-lasting relationships.
- Research accounts and generate or follow through on sales leads.
- Maintain and expand client database within your assigned territory.
- Attend meetings, sales events, and trainings to keep abreast of the latest developments.
- Forecast sales, develop sales strategies, and evaluate their effectiveness.
- Meet personal and team sales targets.

Requirements

- Turf management experience and/or proven sales experience.
- Proven ability to be a team player
- Strong communication, negotiation, and interpersonal skills
- Self-motivated and driven.
- Track record of over-achieving performance
- Familiarity with different sales techniques and sales lead management
- Computer use competency.
- Formal turf education and or equivalent experience
- Candidates currently living in territory with local knowledge and contacts preferred but not required.

Benefits

- Competitive salary & commission
- Paid Holidays and Vacation
- Company-match 401K
- Health Insurance
- Company provided vehicle.

Send resume and cover letter to: William.dunnivant@regalchem.com

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