

Big Shoes to Fill... Walt Pinder is Retiring!



Career Opportunity for NATS LiveRoof (modular green roof system) Sales Representative

The Story...

Most of you know Walt Pinder, he's been involved in the nursery industry in BC for over 35 years.

Walt has been NATS' LiveRoof Sales Representative for the past four years and has announced he will be retiring this December. We are now on the look-out for an individual who is up to the challenge of "filling Walt's shoes" and taking on this exciting and vital role at NATS Nursery.

Do you...

- Have extraordinary sales experience in the nursery industry?
- Want to be a difference maker in improving the environment?
- Have a passion for making the earth a better place to live?

- Thrive on challenges and success?

The successful applicant we are seeking will **use their passion for the environment** to convince architects, designers, owners and the building construction community to place NATS LiveRoof onto commercial, institutional and residential buildings throughout British Columbia.

We are looking for a driven Sales Representative/NATS team player to expand our reach in marketing LiveRoof - our pre-vegetated modular green roof system. Additional and related products to sell include Permaloc edging, sedum cuttings and sedum mats (for landscape applications).

NATS Nursery grows the LiveRoof modules with plants produced at our nursery and then delivers the modules to the client for an instant green roof effect. Find out more at natsnursery.com and liveroof.com.

NATS Nursery

In addition to being the BC grower/distributor for LiveRoof, NATS Nursery is the largest grower of native plants in BC, specializing in growing site-specific plants for habitat reclamation and restoration.

Located in Langley, BC, NATS Nursery was founded in 1988 and operates on ~140,000 sq. ft. of greenhouse and cold frame space on 30 acres of land in Langley, BC.

Position Responsibilities

- Responsible for managing the sales territory of British Columbia, with the primary focus on the Lower Mainland.
- Generate new leads, nurture existing client relationships, coordinate orders and meet sales targets.
- Actively grow sales of LiveRoof, Permaloc edging, sedum cuttings and sedum mats (for landscape grade) by seeking out new opportunities and prospects.
- Conduct meetings, sales and information sessions online and via lunch and learns (when able).
- Represent NATS LiveRoof at industry trade events.
- Manage accounts, sales forecasting and reporting.
- Travel to job sites to provide training, help coordinate installations and conduct follow-up visits.
- Contribute to new marketing initiatives and assist in managing inventories of marketing materials.

Qualifications

- Degree in Landscape Architecture, Environmental Studies or Business preferred.
- Horticultural experience an asset.
- Roofing experience (knowledge) is an asset.
- Interest in sustainability and the emerging green roof market.
- Exceptional communication skills and comfortable making presentations to groups.
- Previous outside sales experience and demonstrated ability to build meaningful relationships with clients, convert prospects and close deals.
- Self-starter, outgoing, tenacious and sincere.

- Able to work with a wide customer base including Landscape Architects, Architects, Landscapers, Developers and Roofers.
- Well-presented and well-spoken with a strong work ethic and lots of enthusiasm.
- Driver's license and access to a reliable vehicle.

Compensation: Subject to experience and education. Offer Group Benefits.

Shifts: Full-time Monday to Friday, 7:30 AM to 4:00 PM. Flexibility required for meetings, tradeshow and other events.

Start Date: October 2020

Posting Date: August 18, 2020

Apply: Email resume to ron@natsnursery.com. Only short-listed candidates will be contacted.

To learn more about NATS Nursery, visit www.natsnursery.com