



Position: Regional Technical Manager, Southwest
Company: Arborjet Inc.

Arborjet Inc., along with its partnership with Ecologel Solutions, is a leader in plant health care and water management technologies. We are rapidly growing, and our tree and ornamental team is seeking a sales candidate to live and work in the greater SoCal area with responsibility for sales and customer support in SoCal, Nevada and Arizona. Though the territory is large geographically, our products target specific areas in this region. This is primarily a tree and ornamental sales role; however, the candidate may assist in supporting our other groups in golf, sports turf, and nursery greenhouse.

The primary objectives for this position are to identify and secure business in the region and to support our customer and distributor network with consultation, education, and training. You would call on existing accounts and prospect new accounts, including Distributors, Municipalities, Landscape Companies, Arborists, Universities, and others that could benefit from the use of our products. This is a salaried, technical sales position.

We seek a team player with Plant Health Care sales experience and the ability to present in front of large and small technical groups. Sales experience in the green industry is a necessity and a BS degree in a related field is desired. The ideal candidate will be able to demonstrate a track record of success with green industry technical sales and a passion for eco-friendly solutions. The candidate will be expected to be proficient in the use of portable computer technologies including the use of a CRM software for tracking sales and customer activity. The candidate will be asked to pass the ISA test to become a “certified arborist” within a year of hire and will be asked to acquire a California “PCA” license, as well.

This position requires flexibility, varying hours, and will include trips to other geographic areas as business demands dictate. You should anticipate approximately 40% overnight travel.

Seeking only candidates familiar with the market described, so no moving package is available. Benefits include salary, health, dental, life, vacation, flex spending, holidays, 401(k), and more.

Please send resume and letter of interest to hr@arborjet.com.