

Inside Sales Representative

Great Lakes Landscape Supply is a leading provider of premium landscape supplies, offering a diverse range of natural stone, trees, shrubs, perennials, hardscape supplies, and other high-quality landscaping materials. We serve landscaping professionals and contractors, delivering excellence in products and service. We are seeking a motivated and results-driven Inside Sales Representative to join our dynamic team.

What You'll Do

As an Inside Sales Representative at Great Lakes Landscape Supply, you will be a key role in driving sales growth by proactively engaging with customers, providing product expertise, and cultivating strong relationships. You will be responsible for understanding customer needs, promoting our product offerings, and closing sales through effective communication and relationship building.

Customer Outreach:

- Proactively reach out to existing and potential customers through phone calls, emails, and other communication channels.
- Identify customer needs, understand project requirements, and recommend suitable products from our inventory.

Product Knowledge:

- Develop a deep understanding of our product range, including features, benefits, and applications.
- Stay informed about industry trends, competitor offerings, and new product launches.

Quoting and Pricing:

- Prepare accurate and competitive price quotes for customers.
- Negotiate terms and close sales to meet or exceed sales targets.

Relationship Building:

- Build and maintain strong relationships with customers to enhance loyalty and repeat business.
- Provide exceptional customer service by addressing inquiries, concerns, and providing timely information insights for continuous improvement.

Order Processing:

- Work closely with the customer service and logistics teams to ensure seamless order processing and timely delivery.
- Track and manage customer orders, ensuring accuracy and customer satisfaction.

Sales Reporting:

- Maintain detailed oriented sales activities, customer interactions, and outcomes.
- Generate regular reports on sales performance and contribute insights for continuous improvement



Why Great Lakes?

Established in 2002, Great Lakes is a growing company headquartered in Cedar Springs, Michigan. We specialize in wholesale sales to the landscape trade. With 5 locations across Michigan, we grow, stock and direct ship plant and hardscape material including trees, shrubs, perennials, natural stone, concrete products, and more.

We are a successful company with a proven record for growth and expansion. With that comes the opportunity to advance. A motivated person can make GLLS a place to have a rewarding career. Come grow with us!

Inside Sales Representative, continued

Job Hours

Full-Time. **Pay based on experience.**

Company Culture & Benefits

Core Values

- Team oriented: Collaborative & supportive work environment
- Detail-oriented: Quality & precision focused
- Aggressive: Competitive & growth oriented

What we Offer

- Health insurance & Health Savings Account (HSA)
- Matching 401(k) plan
- Paid time off for vacation and holidays
- Advancement opportunities
- Employee product discounts

Qualifications

- Proven experience in inside sales, preferably in the landscape supply or related industry.
- Strong sales acumen with a track record of meeting or exceeding sales targets.
- Excellent communication and interpersonal skills.
- Detail-oriented with strong organizational and time management abilities.
- Proficient in using CRM software, Microsoft Office Suite, and other sales tools.

Working Conditions

- This position is based in an office environment.
- Regular working hours with occasional flexibility based on business needs.
- May require occasional attendance at industry events or trade shows.

Ready to Join Our Team?

Choose how you would like to apply:

Online:

- Click the button below to access our application.
- Complete the application and email it (along with your resume and cover letter) to: addi@greatlakeslandscapesupply.com

In Person:

- Stop into our main office at 15200 Cedar Springs Ave, Cedar Springs to complete an application.
- Be sure to bring a copy of your resume and cover letter.