



## **Open Position – Manufacturer’s Representative**

ParkPacific is an established sales organization that has been representing Iron Age Designs ([www.ironagegrates.com](http://www.ironagegrates.com)) since 2005. We are seeking a self-motivated individual with an entrepreneurial mindset, who will continue the growth of our Iron Age sales in an exclusive territory that would include one or more of the following states: California, Hawaii, Nevada, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Kentucky, and Indiana. The successful candidate will have a background and interest in landscape architecture and sales.

### **Responsibilities:**

- Present and sell Iron Age products to new and existing customers;
- Prospect and contact potential specifiers in our industry, including architects, landscape architects, engineers, and developers;
- Educate specifiers and increase market awareness of our decorative iron, aluminum, and bronze castings by Iron Age Designs;
- Consult on custom design options and manage all project requirements (quotes, orders, submittals, scheduling, terms & conditions);
- Pursue trade events within sales territory and attend the American Society of Landscape Architects (ASLA) national event on a yearly basis;
- Communicate on a daily basis with specifiers, foundry, contractors, and main office via email and telephone, and utilize internal computer software for sales, marketing, and project management tasks;
- Meet with customers throughout specific territory as needed.

### **Qualifications:**

- Bachelor's degree - Bachelor of Landscape Architecture (preferred)
- Previous experience in sales, customer service, project management, or landscape architecture (preferred)
- Ability to build rapport with clients
- Excellent written and verbal skills
- Detail-oriented and sales driven
- Valid driver's license and insurance

### **Compensation:**

- Monthly base commission negotiable. No commission cap.

For questions or more information, please contact Ted Jonsson: [ted@parkpacific.com](mailto:ted@parkpacific.com) / 415-317-7275.