

The Role – Customer Acquisition Specialist Reports to – Area Manager or Area Sales Manager Tulsa, OK

PLEASE APPLY IN THE LINK:

<https://siteonelandscapesupply.csod.com/ats/careersite/JobDetails.aspx?id=580>

PURPOSE:

We are seeking a Customer Acquisition Specialist to seek out new SiteOne customers and introduce them to SiteOne capabilities and store personnel.

OUR VALUES:

- Talent Focused: We recruit, develop, mentor and retain the best
- Customer Obsessed: We are relentless in making our customers successful
- Fast Moving: We hustle and make it happen...safely
- Team Players: We respect and support each other and put team first
- Solution Oriented: We get the facts and solve problems; find win-wins
- Agents Of Change: We are always looking for the better way
- Professional: We do everything with quality and integrity
- Competitive: We have fun... serving our customers and winning!

IN THIS ROLE YOU WILL:

- Aggressively seek out new SiteOne customers at competitor retail sites, job sites, or neutral sites frequented by customers
- Escort potential customers to local SiteOne store to introduce potential customers to SiteOne capabilities and store personnel
- Distribute and leverage current marketing programs and materials to the local customer base
- Identify potential opportunities for Business Development Managers or Key Account Managers
- Monitor new customer initial satisfaction with the store and encourages new customers to utilize SiteOne solutions
- Leverage solution focused sales tools and processes to maximize growth with assigned accounts
- Ensure that customers are aware of and fully utilizing all of SiteOne's capabilities including SiteOne University, vendor support, and Partner's Program
- Report progress against opportunities to share verifiable outcomes
- Maintain appropriate professional and technical knowledge
- Facilitate effective hand off of customers to the Store or Business Development Manager

SKILLS AND KNOWLEDGE:

- Bilingual
- Eager to meet new people
- Talk easily with new people
- Possess good communication, organization, and time management skills

EDUCATION AND EXPERIENCE:

- High school, secondary diploma or equivalent required
- College degree preferred
- 3 - 5 years min. new customer sales experience - required
- 1 – 3 years Green industry experience – preferred

BENEFITS:

- 401k with company match
- Medical, Dental, and Vision plans
- Company-paid Life Insurance
- Optional Life Insurance
- Company-paid Short Term Disability Insurance
- Company-paid Long Term Disability Insurance
- Flexible Spending Accounts
- Paid Time Off
- Tuition Reimbursement
- Paid Holidays
- Product Discounts
- Competitive Compensation
- Opportunities for advancement