



Playground & Recreation Sales Associate / Project Manager

Midwest Playscapes Inc

8632 Eagle Creek Cir

Savage, MN

www.midwestplayscapes.com

Job Details

Full Time

Estimated: \$66.5K - \$150K a year

Benefits

Paid time off Flextime On-the-job training Flexible Schedule 401K

Medical Insurance Assistance Work from home

Qualifications

Microsoft Excel Sales Microsoft Office Driver's License Relationship management

Computer Skills Construction Communication Skills Negotiation Time management

Full Job Description

About us

Midwest Playscapes is a commercial recreation design & construction company. We are the exclusive representative of Playworld playground equipment in Minnesota, North & South Dakota, Iowa, and Wisconsin. Our company carries a variety of products: playgrounds, safety surfacing, shade structures, park and site amenities, splash pads, dog park equipment, etc. We strive to provide safe, accessible, and unique play spaces in the Midwest. We believe that children and communities thrive when given ample opportunity to run and play.

Our work environment includes:

- On-the-job training
- Growth opportunities
- Relaxed atmosphere

Midwest Playscapes is seeking an outside sales representative to facilitate relationships with schools, parks & recreations, architects, religious organizations, childcare centers, etc. This is a well-established territory with extensive sales history and growth potential. This position requires creativity, relationship building, and roll-up-your-sleeves attitude.

Ongoing training, certifications, and facilitation will be provided. The ideal candidate should be able to self-manage and excel with little supervision.

Minimum Requirements

Must be willing to travel frequently within Iowa.

Advanced time-management skills: ability to intake and organize tasks while prioritizing deadlines.

Strong verbal, written, and e-mail communication skills.

Proven ability to learn new systems quickly and independently.

Working knowledge of Microsoft Office and Gmail.

Must pass full background check as all employees spend ample time in schools and on military bases.

Looking for candidates who can bring specialized skills or backgrounds: playground sales, RFP response, industry certifications, athletic or fitness background, landscape architecture or construction experience.

Job Duties

- Present, promote, and sell products/services using solid arguments to existing and prospective customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop, and maintain positive business and customer relationships.
- Reach out to customer leads.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales goals and outcomes within schedule.
- Coordinate sales effort and project management with team members, vendors, contractors, and installation crews.
- Coordinate customer project management from signed contract through required job closeout checklist.
- Analyze the territory/market's potential, track sales, and status reports.
- Keep abreast of new products and be able to answer detailed questions (deck height for equipment, best install practices, etc.)
- Continuously improve through feedback.

Daily Tasks

- Maintain and expand client database within Iowa.
- Move projects through your pipeline and track progress. Collect and articulate the details of each project appropriately from the client to the processes in place.
- Submit design requests to inside sales support within a minimum of 48 hours for small projects and a minimum of 72 hours for competitive bids.
- Consistently update your Pricing Sheets.
- Reach out to vendors for quotes on projects.
- Site meetings with clients.
- Perform Lunch & Learns with architects, customers, & clients.

Expectations

- This position requires creativity, relationship building, self-sufficiency, and roll-up-your-sleeves attitude.
- Create annual prospecting/territory plan and revisit the plan throughout the year.
- Attendance at quarterly meetings in person.

- 24 hour follow up with clients/leads. Even if you just tell them you received their communication and will get back to them at a later time.
- Prospecting drive time should be out on prospecting visits and/or site visits at least 2 days a week.
- 1 week out of the month taking a trip to more remote parts of your territory. 1-3 hotel nights automatically approved (if more needed request approval).
- Always loop in multiple site visits, stop-ins, historical customer “Hellos”.
- Before the end of 1st Qtr – update list/report that you have contacted all PR/Small Towns via email or phone to see what they have happening in the upcoming fiscal year.
- Give/set up 12 Lunch & Learns a year for LA agencies.
- Read/listen to at least 2 sales or personal/professional development books a year. Suggestions “The Challengers Sales” and “Fanatic Prospecting”
- Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness.
- Attend meetings, sales, events, and trainings to keep abreast of the latest developments.

Skills Required

- Excellent knowledge of MS Office and computer use competence.
- Familiarity with CRM practices.
- Ability to build productive business professional relationships.
- Highly motivated and target driven.
- “Get the sale” using various customer sales methods.
- Advanced time-management skills: ability to intake and organize tasks while prioritizing deadlines.
- Ability to create and deliver presentations tailored to the audience’s needs.
- Relationship management skills and openness to feedback.
- Strong communication, negotiation, and interpersonal skills.

Maintain certifications: Inclusive Play Design, CPSI, RISC, and others as needed

Job Type: Full-Time

Benefits:

Flexible Schedule

Paid time off

401K

Medical Insurance assistance

Travel Reimbursement

Work from Home

Compensation package:

Base Salary

Bonus opportunities

Commission Pay (uncapped)

Schedule:

Monday-Friday

License/Certification:

Driver's License (required)

Work Location:

Iowa