



TURF CARE
Helping your business grow.



Commercial Sales Representative

About Us

Join the Turf Care family and discover an engaging work culture, with an award-winning organization where you can learn and grow to your full potential.

Turf Care's foundation and success has been built on strong relationships and the talent, knowledge, and quality of our team. We are committed to the support and growth of our employees and fostering a culture that offers challenging, stimulating and rewarding opportunities.

For 50 years, Turf Care Products Canada, a privately owned company, has been a leading distributor of best-in-class equipment, irrigation products, and service to golf courses, municipalities, and landscapers. Turf Care is proud to have been named one of **Canada's Best Managed Companies for four consecutive years, achieving Gold Standard recognition**. Learn more about us at www.turfcare.ca.

About the Opportunity

Join our growing team at Turf Care, a leader in golf course maintenance solutions. We support golf courses in maintaining championship-level conditions through advanced irrigation systems and industry-leading commercial products. Our commitment to quality, innovation, and customer service has made us a key partner within the golf industry.

We are seeking a motivated and enthusiastic individual to join our Commercial Sales Team, to start as soon as possible. Based out of our Newmarket head office and reporting to the Director, Commercial Sales, this role is responsible for promoting and selling golf course-focused commercial products across a designated territory within the Greater Toronto Area and Western Ontario. The successful candidate will work closely with golf course superintendents, clubs, and industry professionals, providing product expertise and tailored solutions. This role requires a self-starter who is comfortable working independently with minimal supervision. If you are results-driven, sales-oriented, and passionate about the golf industry with a strong focus on customer relationships, this could be an exciting opportunity for you.

What we offer:

- Competitive compensation package with a base salary, uncapped commission, reflective of experience and results, along with a company performance bonus.
- Comprehensive benefits package, including health and dental insurance, a Health Care Spending Account, RSP matching, a Health and Wellness Reimbursement program and paid time off.
- Ongoing training and professional development opportunities to enhance your skills and advance your career.
- A supportive and collaborative work environment where your contributions are valued and recognized.

Responsibilities include:

- Achieve sales targets and meet business revenue plans for Toro and other turf related equipment using a discipline sales process within the area of representation (AOR)
- Directly responsible for meeting and exceeding plan by actively finding, developing and bringing opportunities to closure while working with the broader matrixed sales teams
- Attend trade shows and industry events as required
- Submit accurate market share information for all accounts



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**BEST
MANAGED
COMPANIES**

- Log customer and call data using a CRM
- Provide regular status reports to sales management which include forecast, pipeline and activity summary information. Monitor & report revenue and pipeline results via CRM
- Continuous sales and product training
- Work with the Service team to coordinate service issues and freight to customers

Skills:

- Ability to communicate (verbally and in writing) effectively and professionally with all levels of internal and external business contacts
- Excellent organization skills; able to prioritize and manage time effectively
- Strong attention to detail with the ability to work well with minimal supervision
- Confidence, patience, politeness, tact and diplomacy
- An ability to work well under pressure
- Team player with strong interpersonal skills and an expressed desire to learn

Qualifications:

- Post-Secondary Education
- Proficient in the use of Microsoft Outlook, Word and Excel
- Previous sales experience would be considered an asset
- Knowledge of turf related equipment and agronomic experience preferred
- Valid driver's license with clean abstract. Ability to maneuver a large trailer with ease.

How to Apply: If you are a motivated, results-driven sales professional with experience in golf course maintenance products, we want to hear from you. Please send your resume and cover letter outlining your qualifications to HR@turfcare.ca. Join Turf Care and be part of a team committed to excellence in the golf industry.