

About GreenSight:

GreenSight Inc. is a leading technology company in the turf industry based in Boston, Massachusetts. GreenSight powers TurfCloud, the free, cloud-based job board and application planner used by thousands of turf managers worldwide. Our drone technology is the best on the market for efficient and repeatable daily imaging of large agricultural or turf properties. GreenSight serves as the exclusive dealer of Husqvarna Robotics to golf and sports turf facilities in California and Nevada. To learn more about GreenSight Inc. please visit our website. <https://www.greensightag.com/>

Position Description:

GreenSight is seeking a highly capable sales professional to sell our tech services and products to turfgrass customers in the west coast region of the United States. These services and products include the TurfCloud software dashboard, our cutting edge drone service, robotic mowers, soil moisture sensors, and additional software-based services. Experienced turf industry sales representatives, golf course superintendents, assistant superintendents, and sports turf managers are encouraged to apply.

The candidate must be a self starter with an entrepreneurial spirit, a sense of urgency, and the ability to treat every potential sale as if you own the company. Although a library of interested leads will be shared and discussed with the candidate once hired, you must be capable of creating your own 'leads'. The candidate must be capable of understanding and implementing the company's technological tools after a short training period. The desired candidate should be able to make sales via screen shares/web casts as successfully as they sell through face-to-face meetings. Travel is a common part of this role, with frequent overnight travel.

Knowledge and Skills:

- Ability to communicate effectively in-person, over the phone, through email, etc.
- Self-starter able to work independently, creating and managing your own schedule
- Strong ability to develop and maintain relationships
- Highly organized
- Team player
- Competent with Google Suite

Education Requirements:

- High School diploma or GED required
- 2-4 year degree/certificate in a turf related field or sales / marketing preferred.

Experience Requirements:

2-3 years experience as a sales representative, golf course superintendent, assistant superintendent, sports field manager, or landscape manager is preferred but not required.

Special Requirements:

- Must reside in or be willing to relocate to Northern California within reasonable commuting distance to the GreenSight warehouse located in Central Valley, California.
- Valid US Driver's License

Position Benefits:

Base Salary: \$75,000–\$100,000 annually (DOE)

Sales Commission: Uncapped; based on individual sales performance

On-Target Earnings (OTE): \$115,000–\$140,000 annually, including base salary plus commission at target performance

Actual earnings may vary based on performance.

- Health, Vision, & Dental
- 401k w/ match
- Weekends off
- All major holidays off
- PTO
- Vehicle allowance
- Stock Options
- GCSAA Dues (local chapter dues paid as deemed appropriate)