# Job details

Leiden Floral Farm is the one-stop shop for all your ﬂower needs. We grow a huge variety of ﬂowers on-site (over 150 varieties), and if we don't grow it, we can get it from one of our partners. If you need ﬂowers, gardening supplies, or advice, we're here to help!

We’re looking for a sales consultant to help us exceed our sales goals, drive customer engagement, and build better relationships. We're seeking someone passionate about helping others and bringing them joy through Leiden Floral Farm products and services.

# About the company

Leiden Flower Farms is home to the prettiest farm in Frankenmuth, MI (and the entire Midwest)! We believe in the power of nature and the simple joy of beauty. We also believe that our purpose is to brighten people's days with our product, our attention to detail, and compassionate care.

We use only all-natural and organic means to grow our ﬂowers, and if we don’t have the bulb you need, just ask one of our partners! If you need ﬂowers, gardening advice, or just a pretty place for your next family outing, visit Leiden Flower Farms to stop and smell the roses!

# Role

* Train sales representatives in modern, effective sales practices
* Develop sales procedures consistent with Leiden Floral Farm brand
* Collaborate with employees and executives to grow knowledge of our brand
* Develop and maintain relationships w/customers by answering social media messages, answering in-person questions, and responding to emails
* Create a promotional calendar with monthly events
* Develop an online follow-up system to check in with customers
* Analyze sales analytics and chart a course for future sales initiatives

# Beneﬁts

* $64–103k annual salary based on experience and qualiﬁcations
* Medical, dental, and vision insurance
* 401(k)
* Paid holidays
* Parental leave and remote work options
* Discounts on Leiden merchandise (and as many ﬂowers as you can hold)

# Qualiﬁcations

* Bachelor's degree in Business Administration, Management, Marketing, or similar ﬁeld
* Minimum 2 years sales experience, preferably in retail
* Intermediate experience with SalesForce and Microsoft Ofﬁce Suite
* Excellent time management skills
* Strong verbal and interpersonal communication skills
* Must be able to work around ﬂowers, plants, dust, and dirt consistently