



January 2026

### **Outside Sales Representative Job Description**

Job Title: Outside Sales Representative, Southwest OH  
Start Date: 2026  
Location: Grove City, Ohio  
Compensation: Salary + Commission + Bonus  
Reports to: Vice President, Sales Manager

#### **Company Summary:**

We are an outdoor maintenance and turf equipment dealer that has been in business for 85 years. We represent over 20 product lines that apply themselves to the golf course and professional turf maintenance business. We sell rotary and reel mowers, utility vehicles, tractors, and specialized turf cultivation and seeding equipment. We provide our salesmen with a demo fleet and take our business directly to the customer...much of our business is conducted at the customers location.

#### **Position Summary:**

We employ a sales force that covers a large geographic territory, including Ohio, Western Pennsylvania and West Virginia.

Our salesman are responsible for a geographic territory, defined by county. They target golf courses, school districts, colleges/universities, cities/municipalities, park systems, any other turf-related accounts, and wherever the equipment we represent has an application.

#### **Specific duties include** (but are not limited to):

- Cold calling and prospecting
- Sales lead generation
- Sales lead follow up
- Equipment demonstrations
- Proposals and quotations
- Trade-in evaluation
- Sales forecasting
- Membership in appropriate industry associations and attend events
- Attendance at various trade shows
- All aspects of the sales process

#### **Compensation and other related aspects of the position:**

- Salary/Commission/Bonus compensation structure
- Company provided truck, trailer, fuel, insurance, laptop and cell phone (clean driving record required)
- PTO, Expense account, health/dental, 401k with match, ST/LT disability

Please send resume to [m.fellows@bakervehicle.com](mailto:m.fellows@bakervehicle.com)

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