



Job Title: Spoke Leader

Location: Denver, CO

- **Are you an outgoing and persuasive person who is comfortable meeting new people?**
- **Are you detail oriented?**
- **Are you optimistic, upbeat, and able to juggle multiple tasks?**
- **Do you enjoy collaborating with a team to achieve goals?**
- **Do your teammates consider you a good communicator with the ability to understand the needs and goals of others?**
- **Are you interested in plants and love being outdoors?**

Come *Grow* with Us!

Recently selected by the Colorado Department of Business Development, *Arbor Valley*, is one of the Top 50 Companies to Watch. Arbor Valley has become a cornerstone for production and wholesale distribution of plant material along the Front Range of Colorado.

The responsibility of the Spoke Leader is to lead the Spoke Team in their efforts to conduct business and/or production within the designated market in a manner consistent with the values, goals, and processes of the overall organization. The spoke leader is responsible for developing strong relationships with customers, connecting with key decision makers within the market, answering customer queries, advising customers on plant materials and techniques, and identifying new business opportunities with current customers and creating business opportunities for new customers.

EEOC Statement: At Arbor Valley, growth is in our DNA. AVN is committed to equal employment opportunities regardless of race, color, genetic information, creed, religion, sex, sexual orientation, gender identity, lawful alien status, national origin, age, marital status, non-job related physical or mental disability, or protected veteran status.



Primary Responsibilities:

- Assess local market conditions and identify current and prospective sales/growth opportunities. To direct all operational aspects including distribution, customer service, human resources, administration, and sales in accordance with the organization's objectives.
- Coordinate with other departments to deliver plant material
- A hands-on approach to leadership and will be committed to the expansion and success of the business by implementing strategies that increase productivity and enable success in the multiple aspects of our business.

Job Requirements:

- Clear, concise communication including great listening skills
- Experience in delivering customer-focused solutions
- Ability to juggle multiple projects at a time, while maintaining sharp attention to detail
- Strong verbal and written communication skills
- Plant knowledge a plus. Potential to become a Colorado Certified Nursery professional
- Sales software experience a plus
- 5-10+ years' experience, mentorship training a plus
- Experienced interpersonal leader and influencer

Application Requirements:

- Please submit resume and cover letter via email to jimb@arborvalleynursery.com
- Completion of Culture Index Survey. Without survey completion, your application will NOT be considered. Copy and paste the following into your browser: <https://www.cindexinc.com/c/A550CC>

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