

Sales Associate

*Building Relationships, Exceeding Expectations,
and Driving Sales Success*



Position Title: Sales Associate

Reports To: Retail Supervisor &/or General Manager

Location: Larson's Garden Center & Landscaping, Burlington, CT

Schedule: Part-Time to Full-Time, Seasonal

Pay Range: Competitive, based on experience

At Larson's Garden Center, we are committed to fostering a welcoming, innovative, and collaborative environment where both our team members and customers feel valued. Our core values include supporting each other like family, creating opportunities for personal and professional growth, and cultivating trust, dedication, and kindness in everything we do. We encourage creativity, inspired thinking, and the ability to work independently toward common goals. As a team, we are passionate about enriching our community and offering exceptional customer service while ensuring a positive and fulfilling work experience for all.

About Larson's Garden Center & Landscaping

Larson's Garden Center & Landscaping (LGC) is a fourth-generation, woman-owned, multi-award-winning company with a 106-year plus legacy of excellence. We are passionate about landscaping, retail, and building strong community connections, delivering exceptional service and quality products with a customer-first mindset.

At our core, we are a dedicated team that values creativity, integrity, and hard work. We strive to build lasting relationships with every customer and set new industry standards through our care and craftsmanship. With a focus on innovation, sustainability, and driving us into the future, we aim to serve our community with heart, always bringing a personal touch to everything we do as we evolve and grow for the generations to come.

Position Overview

The Sales Associate plays a vital role in creating a welcoming and engaging shopping experience for customers. This position involves assisting customers with plant and product

selection, providing expert advice, maintaining plant and facility care, and supporting sales and daily operations. Sales Associates ensure Larson's Garden Center remains an inviting, well-organized, and customer-focused environment.

Key Responsibilities

Customer Care & Sales

- Greet customers warmly, assist with questions, and provide personalized recommendations.
- Support customers in selecting plants and garden supplies, offering expert care advice.
- Process purchases at the register efficiently and accurately.

Plant & Facility Care

- Water, prune, and maintain plants to ensure their health and visual appeal.
- Keep all areas of the garden center clean, organized, and well-stocked.

Stocking & Inventory Management

- Receive, unpack, and organize incoming deliveries of plants and supplies.
- Monitor and replenish stock to maintain a full and appealing sales floor.

Pricing, Labeling & Merchandising

- Accurately price and label plants and garden products.
- Set up and maintain visually appealing product displays to enhance the shopping experience.

Operations & Support

- Answer and return customer phone calls and voicemails professionally and promptly.
- Operate skid steer equipment safely for unloading deliveries and moving heavy items (training provided).

Qualifications

Basic Qualifications

- Friendly and approachable demeanor with strong customer service skills.
- Willingness to learn about plants and gardening.
- Strong communication and interpersonal skills.
- Ability to manage multiple tasks in a fast-paced environment.

- Basic computer skills for register and inventory operations.

Ideal Qualifications

- Experience in retail or a garden center setting.
- Ability to operate skid steer equipment (training provided).
- Strong attention to detail and organizational skills.
- Ability to work independently and as part of a team.
- Physical ability to lift/move items up to 50 pounds and work outdoors in various weather conditions.

Benefits & Perks

- Flexible scheduling/time off.
- Employee discounts.
- Seasonal mandatory vacation.
- Working with plants and nature.
- Annual company celebrations and additional perks.