

Rainbow Treecare Scientific Advancements (RTSA) is creating extraordinary breakthroughs in the green industry across the United States. A fundamental premise of Rainbow is the integrity of our people, products and services. For more than 40 years, Rainbow has been dedicated to scientifically proven-methods and we believe in continuous education, research and discovery as we support and grow as leaders in our industry. Our plant health care products and services are guaranteed to give complete customer satisfaction while delivering unprecedented service, performance, quality and value.

We are currently looking for an **Arborologist** to join our team to serve existing clients, grow new business with landscape professionals, landscape maintenance companies, tree care companies, golf courses, cities and government organizations. The **Arborologist** would be responsible for identifying and establishing relationships with potential clients and fostering relationships with current clients that will increase product use, value, service, and customer satisfaction.

**Arborologists** are senior master level arborists with a proven track record of success whose job it is to ensure that all RTSA Territory Managers (TMs) are thoroughly trained on the science and key distinctions of RTSA's products, equipment and protocols. **Arborologists** also work with RTSA clients to train on RTSA protocols so that they can achieve predictable results within their business. **Arborologists** are responsible for providing science education, technical support and technical training on RTSA's key protocols and are responsible for creating awareness in the industry for these protocols. This will be accomplished by working on a team with RTSA's sales, customer service, R/D and marketing. Each **Arborologist** will not have a direct revenue quota; however, success will be evaluated by growth in specific RTSA protocols, markets and number of new users of these protocols. **Arborologists** are responsible for creating awareness and connections with industry and university scientists and business leaders. In addition **Arborologists** speak, train and educate at industry events and conferences.

#### **Specific Accountabilities Critical to the Success of Position:**

- Trains and educates RTSA staff and clients on our protocols, equipment and products.
- Speaks and trains to enroll and educate industry business leaders, university scientists and others on the key distinctions of RTSA's protocols, equipment and products. This includes seminars at arborist and landscape events.
- Coordinates demonstrations and observation field research trials with university and industry scientists and with RTSA clients.
- Provides technical support to ensure RTSA clients achieve predictable results with our protocols.
- **Supporting TMs in the following territories:**
  - Eastern Great Lakes
  - Illinois Territory Manager
  - Rocky Mountain
  - Midwest
  - Minnesota
  - California

#### **Essential Functions:**

- Responsible for ongoing technical and scientific training of Rainbow staff on key protocols
- Responsible for ongoing technical and scientific training of key protocols to Rainbow customers and partners. Ensure that our TMs are highly skilled and highly educated on the science of RTSA protocols

- Networks with green industry organizations, extension educators and other potential partners to create, organize and co-host educational workshops to professionalize the industry and grow plant health care.
- Set up demonstrations and observation trials on with Rainbow protocols to support training (treated vs. untreated), these can be set up with key customers or at locations where formal workshops will be held
- Provides technical support to RTSA clients (including over the phone, e-mail, live chat, social media) and enrolls companies in additional RTSA solutions that are relevant to their business.
- Create curriculum and training materials for technical training of RTSA protocols, products and equipment
- Ensure key protocols are growing in use within assigned territories and markets
- Assist the RTSA R/D team to create new protocols and uses for Rainbow products and create research partnerships with our current clients
- Assist Territory Managers to build market awareness and use of key Rainbow protocols
- Conducts 3-5 ride a longs each year with each assigned territory manager per year
- Utilize CRM on daily basis to update client information and communicate follow-up actions to RTSA customer service and sales team.

**Qualifications:**

- BS or MS in horticulture, urban forestry, biology, or related field or a minimum of 2 years of industry experience in the field of arboriculture or landscape maintenance consulting, research, or tree health care services.
- Interpersonal communication and leadership skills
- Class D Driver's License
- 3-5 years industry experience in the field of arboriculture or landscape maintenance consulting, research, and an understanding of commercial tree care or landscape maintenance operations.
- Knowledge, expertise and experience diagnosing regional and national tree/shrub problems
- Possess experience and expertise in managing insects, diseases, and abiotic problems on key trees and shrubs growing in the landscape.
- Experience training and teaching adult learners
- Must be able to travel up to 50% of time including in airplane and automobile
- Position would office out of the Minnetonka, MN RTSA office

Rainbow Treecare Scientific Advancements is an Equal Opportunity Employer.