

# Jared Mariaria

Greenskeeper

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Experienced and meticulous Greenskeeper with a proven track record of maintaining golf courses and grounds to the highest standards of aesthetics and functionality. Skilled in turf management, irrigation systems, and landscaping techniques, adept at identifying and resolving issues to ensure optimal playing conditions. Strong attention to detail combined with a commitment to environmental sustainability and safety protocols. Demonstrated ability to work effectively both independently and as part of a team, contributing to the overall enhancement and upkeep of golf course landscapes."



## Work History

Jul 2022 -  
Current

### Greenskeeper

*Royal Nairobi Golf Club , Nairobi*

- **Mowing:** Regularly mowing greens, tees, fairways, and rough areas.
- **Aeration:** Aerating the turf to promote healthy growth and improve soil quality.
- **Watering:** Ensuring proper irrigation schedules and techniques.
- **Fertilization and Pest Control:** Applying fertilizers, pesticides, and other treatments as needed.
- **Daily Play Preparation:** Changing hole locations and placing tee markers.
- **Sand Bunker Maintenance:** Raking and maintaining sand bunkers.
- **System Operation:** Operating and maintaining irrigation systems.
- **Maintenance and Repairs:** Addressing any issues or repairs needed for the irrigation system.
- **Vegetation Management:** Trimming trees, shrubs, and other vegetation.
- **Plant Care:** Planting and caring for flowers, trees, and ornamental plants.
- **Equipment Use:** Safely operating mowers, aerators, tractors, and other necessary tools.
- **Routine Maintenance:** Performing routine maintenance on equipment.
- **Minor Repairs:** Conducting minor repairs on equipment and course infrastructure.
- **Winter:** Removing snow and handling other winter-specific tasks.
- **Spring and Fall:** preparing for seasonal changes.
- **Documentation:** Maintaining accurate records of maintenance activities, chemical applications, and equipment use.
- **Protocols and Guidelines:** Adhering to all safety protocols to ensure a safe working environment for staff and golfers.

**May 2021 - Retail Sales Assistant**

**Apr 2022**

*Flamingo Flowers & Plants Netherlands, Enschede*

- Use prospecting strategies to lead initial outreach
- I managed to bring 20 more supermarkets onboard
- 8 in Germany and another 12 in Netherlands
- Identify sourcing needs and challenges of the prospective customer
- Contact FTD members that have not purchased to meet or exceed new buyer targets
- Win back former Flower Exchange customers that went dormant, not ordering in more than 90+ days
- Meet daily minimum requirements for outbound calls and notes
- Transition a new Flower Exchange customer to the assigned Flower Exchange Territory Manager and provide insight to our onboarding experience
- Assess sales performance according to KPIs Pipeline management from prospect, to needs analysis, to proposal, to negotiation, to sale Perform other duties as assigned.

**Feb 2020 - Technical Sales Manager Horticulture & Floriculture**

**May 2021**

*Greenlife Crop Protection Africa Limited, Nairobi*

- I meet personal and team sales targets
- Which I managed to achieve 100% of my Target most of the time
- I understood production process of flowers and vegetables and the key products that can be sold (Fungicides and Insecticides)
- I went 'extra mile' to drive sales in the assigned territory
- I ensured high levels of customer satisfaction through excellent sales service, actively looked out for potential customers and followed through sales leads
- I maintained and expanded customer database within the assigned territory
- I assessed customers' needs and provided assistance and information on product features
- I created and submitted regular reports with sales, customer and product data
- I tracked customer payments and deliveries, as necessary, cross sell products
- I understood customer and market dynamics within the assigned territory.

**Apr 2018 - Greenskeeper**

**Apr 2019**

*Old Sod Landscaping , Massachusetts*

I mowed, edged, and trimmed lawns, while pruning shrubs, trees, and hedges to maintain their shape and health. I weeded, fertilized, and mulched garden beds and landscaped areas, and planted flowers, shrubs, trees, and grass as needed. I installed, maintained, and repaired irrigation systems and watered lawns, trees, and plants manually or using automated systems. I maintained greens, fairways, and bunkers on golf courses, using specialized equipment, and applied fertilizers and pesticides safely. I operated and maintained

landscaping equipment, collected and disposed of litter, maintained outdoor fixtures, assisted in seasonal tasks like snow removal, and ensured safety compliance in all tasks.

**Aug 2015 - Oct 2016**   **Sales Agronomist**

*GREENLIFE CROP PROTECTION AFRICA LIMITED, Meru*

- To achieve sales as per budgets and ensure markets are covered adequately
- To implement and achieve sales plan to ensure achievement of overall Company's sales objectives
- To implement credit policy and ensure constant adherence to avoid increasing Debtor days
- To implement a market visit and coverage plan to ensure all markets are covered adequately and that the product is widely available
- To implement promotional schemes for brand development
- To manage relationships with distributors and his customers.



## Education

**Oct 2016 - May 2018**   **Master's in plant science, food security and safety**  
*Tel Aviv University - Tel Aviv, Israel*

**Nov 2011 - May 2015**   **Bachelor's degree, Agriculture crop protection major**  
*University of Nairobi - Nairobi, Kenya*

- Tel Aviv, State of Israel Food Safety & Security
- Tel Aviv, State of Israel Nutrition and Public Health



## Personal Information

- Date of Birth: 02/16/1989
- Nationality: Kenyan



## Languages

English

Kiswahili