



NEW! FOR SPRING 2020

COMMERCIAL & LIGHT CONSTRUCTION SALES REPRESENTATIVE – KITCHENER AREA

Type of Employment: Full-Time **Travel:** Approximately 40% travel

Successful candidate will be responsible for developing and managing relationships selling new and used equipment to new and existing customers in a defined sales area using company processes. This position offers a base salary plus commission and company sponsored sales bonuses. Additionally they will be provided a company vehicle, on-going product training and applicable sales resources.

Responsibilities:

- Serves as the first point of contact between the customer and company
- Promote all goods and services offered by the company
- Prospects and reaches out to “new” customers on a regular basis
- Accurately maintains customer information lists and sales activities
- Develops good rapport with customers, maintaining a good balance of personal and business friendships
- Collaborates with the Sales Manager throughout the sales process
- Promptly responds to requests from administration and management
- Works in a cooperative manner with management and other employees collaboratively
- Resolves customer issues both within and out of the direct sales process
- Utilizes product specialists, manufacturer reps and management as needed
- Keep current on product knowledge, features and benefits of all equipment potentially saleable by the Company
- Prepares sales contracts for obtained orders and submits those orders for processing
- Adheres to defined schedules and accurate completion of paperwork and reports. Maintains level of expense consistent with corporate requirements
- Up to date on market trends that will affect the customer’s buying decision
- Effectively use demonstrations – plans, qualifies, formalizes the demo presentation and follows up to close the deal
- Completes call reports and mileage logs as needed
- Emphasizes product features based on analyses of customers' needs, and on technical knowledge of product capabilities
- Researches competitive product information, developing knowledge of competitive products and sellers

Qualifications & Skills:

- Clean driving abstract
- High School diploma or GED required; Bachelor’s degree in business or agriculture-related field
- 2+ years of successful sales experience selling ag equipment or working with related equipment required
- Strong mechanical aptitude
- Personal characteristics: self-motivated, collaborative, customer focused, goal oriented, Considerate of others /empathetic
- Detail oriented and great with time management
- Familiarity with current jobsite practices/GPS and Precision software

Please send resume to: jobs@connectequipment.com. All applications will be kept confidential.