



Ag Equipment Sales Rep

Are you looking for a sales role with an industry leader where you can make an invaluable impact to the success of your team? As a progressive, dynamic company we are looking for a strong, dedicated, and knowledgeable individual to join the sales team in our Chilliwack location. The Ag Equipment Sales Rep will support the central Fraser Valley territory.

Summary:

Sells new and used agricultural equipment while cultivating solid relationships with new and existing customers.

Job Duties:

- Manages key customer account relationships to provide a differentiated customer experience.
- Updates and retains relevant customer account information such as equipment and operational information in the customer relationship management system.
- Engages with dealership staff (Precision Ag. Consultant, Parts & Service Departments) when needed in completing a sale, answering customer account questions and ensuring customer account needs are met.
- Represents the company for the sale of equipment, parts, labor and technology-based products and services to assigned customer accounts in a defined sales area.
- Maintains current product knowledge on features and benefits of all equipment potentially saleable by the dealership.
- Monitors competitive activity/products and timely communicates to management, accordingly.
- Knows and follows a defined sales process.
- Maintains assigned company vehicles and equipment.
- Assists with the preparation and execution of customer events.
- Conducts new equipment field demonstrations.
- Monitors trends in customer's business activities and timely communicates to management.
- Maintains current knowledge of financing options to assist customers with securing the purchase of new and used goods.
- Attends applicable sales training events/seminars.
- May maintain current knowledge of used equipment values and ability to evaluate properly for trading purposes.

Requirements:

- 1+ years equipment sales experience. (Agriculture sales experience preferred)
- Knowledge of agricultural equipment and farming or operational practices required.
- Ability to use standard desktop load applications such as Microsoft Office and internet functions.
- Ability to work flexible hours.
- Excellent customer relationship skills.
- Goal oriented, focuses on activities and tasks to achieve them.
- Ability to analyze and interpret basic sales reports.
- High School Diploma or equivalent work experience.

Compensation: Base salary plus commission, based on experience

Reference No.: ASCH0517

Send resume to: recruiting@pcequip.ca