Job Availability Notice

Position: Ag Sales Rep
Reports To: Ag Sales Manager
Location: Washington, IN
Apply: **http://careers.macallister.com/jobs/**

Position Objective

The sales representative is responsible for developing and managing a solid customer base within an assigned Indiana territory. Sales representative will be responsible for meeting assigned sales volume dollar quotas and/ or a given % of market share.

Key Duties and Responsibilities

- Manage deals from beginning to end: Creating quotes, completing the financing paperwork, managing pre delivery and assembly costs, as well as ensuring sales paperwork is complete, accurate and timely.
- Must visually inspect machines before delivery to the customer and must be present at all machine deliveries.
- Act as the reference for the rest of the organization about the Ag inventory at their store and ensures the inventory is displayed prominently at the store.
- Individual will communicate needed information to Sales Coordinator or others, following the established processes for sales reservations, demonstrations and loaners, ordering equipment and moving inventory items.
- Assume responsibility for the Ag inventory at assigned store.

Requirements

- Bachelor's degree in business, marketing or related field or the equivalent in direct industry experience.
- Strong ethical standard and conduct.
- Mechanical aptitude and the ability to discuss components and capabilities with customers.
- Use good communication, keeping co-workers informed about sales, performance, direction, customers, etc.
- Dedicated self-starter with the ability to work independently without the need for daily direct supervision and a strong sense of urgency.
- A team player possessing the ability to professionally work with customers, vendors, peers and co-workers as well as the ability to develop strong, long term relationships.
- Strong customer service skills