Sales and Marketing
IGSE - Champaign County, IL
$50,000 - $65,000 a year
Apply Now

Company information:
IGSE is a 26 year old Ag Construction & MFG company that serves farmers and commercial elevators of any size.

Description of role:
Our ag manufacturing company needs a Sales and Marketing Rep. We are looking to find a teammate that is looking for an incredible opportunity to gain valuable experience in the sales field. This person will be the key contact person for our dealer network and also contact interested end users.

Tasks:

- Aggressively respond to customer leads and follow up with great customer service.
- Report to office location once per week to meet with team, generate reports, and receive training.
- Travel overnight 4 days per week to customer and dealer locations to train on installation, operation, and service of equipment.
- Initiate, organize, and lead trade shows.
- Use Mapping software and other apps to optimize contacts with customers and dealers.
- Develop marketing strategies to generate leads.

Skills and Requirements:

- High school diploma/ Bachelors Degree preferred
- Above average mechanical ability
- Willingness to learn skills on-job
- Ability to complete work on time and on budget with minimal supervision
- Excellent verbal communication skills
- Ability to learn and adjust to new software programs quickly.
- Ability to work well under pressure.
- Able to pass drug and background screening
- Valid drivers license required - CDL preferred.

Work Schedule: Full time, up to 60 hours a week, M - F. Heavy amount of Overnight travel.

Salary: $50,000 - 65,000

Job Type: Full-time

Salary: $50,000.00 to $65,000.00 /year

License:
• Driver's (Required)

Required travel:

• 75% (Required)

Application Question:

• How many years of sales experience do you have?

Rate yourself on the following skills (1 - 10):
Mechanical Ability?
Technology and Software?
Communication Skills?

Work Location:

• On the road

Benefits:

• Health insurance
• Dental insurance
• Vision insurance
• Retirement plan
• Paid time off

Schedule:

• Monday to Friday

https://www.indeed.com/jobs?q=mareketing&l=Cissna%20Park%2C%20IL&advn=2760512955711582&vjk=c39c97c8d9318460