Sales Representative

Position Specifics:

**Department:** Sales

**Reports to:** Store Manager or Sales Manager

**Supervises:** None

**Type:** Part-Time

**Apply:** Online at www.TriGreenTractor.com

Purpose:

Sells new and used turf equipment to new and existing customers.

Responsibilities:

*Essential duties include the following. Other duties may be assigned.*

- Represents the company for the sale of machinery to customers 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
- Maintains all customer information in assigned territory for sales management
- 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
- Expected to be a team player
- Performs other duties or functions as so directed by management, in line with the objectives of the dealership.

Skills and Qualifications:
1+ years equipment sales experience
Knowledge of agricultural or turf equipment and farming or operational practices preferred
Ability to use standard desktop load applications such as Microsoft Office and internet functions
Ability to work flexible hours
Excellent customer relationship skills
Ability to analyze and interpret basic sales reports
High School Diploma or equivalent work experience

Application is available online at http://www.trigreentractor.com/employment-opportunities/. The starting pay would be $12.00 per hour and we will do our best to work around the students schedule.