



Cultivating • Innovating • Elevating

Equipment Sales Person

The Equipment Salesperson sells Wholegoods to agricultural, construction, and consumer customers. He / she achieves targeted and agreed upon sales goals by customer acquisition, development, and retention. Excellent customer service and follow through on commitments is required, as well as working with other departments (Parts, Service, Corporate) to give the customer a seamless, coordinated experience.

Description:

- Achieves or exceeds all defined sales performance objectives (revenue, margin, turnover).
- Follow up on leads and referrals promptly and effectively. Spend majority of time with customers, in the office or in the field as appropriate. Have specific targets and processes for customer acquisition, development, and retention, possibly including focus on specific geographic territories. Conduct professional sales presentations, including equipment demos, ensuring the customer has accurate and pertinent information for their needs. Ensures excellent aftersales experience with delivery and initial experience.
- Ensures all paperwork is completed in a timely, accurate, and professional manner. This would include trade appraisals / descriptions, contracts, warranties, and wholegoods sales tickets. Pictures of equipment must be timely with high quality for internet postings. Assist other sales people with trade valuations and product information. Be technically proficient on all sales tools, both the internal information systems, as well as vendor sites for information.
- Ensures high level of customer satisfaction as measured by customer surveys and ongoing customer contact. Take effective action to resolve any customer issues that occur. Ensure all commitments made to customers are satisfied including requests for information, delivery of product or anything committed for another employee to execute (i.e.parts, service).
- Ensures good communication within both dealership locations / employees.
- Ensure a clean office, clean desk, and clean company vehicle. Assist the Store Manager and other employees in keeping a clean and safe facility. Assist with literature racks and showroom displays as needed.
- Comply with all trucking regulations and vehicle inspections and mileage logs as required.
- Continuously learns and applies new skills, strategies, and techniques. Develops and maintains a high level of product, market, and industry knowledge, including both equipment and precision farming. Work with supervisor to have an ongoing development plan including both instructor-led and web-based training opportunities.
- Assist with store-led marketing activities, events, and promotions as needed. Maintain a professional and contributory status in the community.

Requirements:

- Previous sales experience highly preferred
- Minimum 2 years experience in an equipment dealership highly preferred
- Knowledge of agricultural and construction equipment required.
- Solid analytical, sales process, financial, and problem-solving skills required
- Strong communication and interpersonal skills with individuals at all levels of the organization
- Expertise with computer systems, including MS office and internet-based applications
- Ability to work extended hours during the week and on weekends
- Ability to travel to company meetings and training events as needed
- Lives within 30 minutes of Hiawatha, Ks.

Visit skyviewequipment.com for more information about our dealerships

3525 Pear Street
St. Joseph, Mo 64503
816-233-3149

1306 US HWY 36
Hiawatha, Ks 66434
785-742-2867

Compensation / Benefits

Compensation

Base salary, commission & manufacturer spiffs.

BENEFITS INFORMATION

- United Health Care Insurance- Available 1st of month after you start (SJT pays for 50% of team member and all dependents)
- Up to \$4000 annually first dollar funds towards health-related expenses
- Company provided life insurance of \$20,000
- Guaranteed voluntary term life insurance for employee and spouse with no health screenings
- Voluntary dental insurance
- Voluntary vision insurance
- Additional discounts if enrolled in dental, vision or voluntary life benefits including laser vision correction, hearing aids, will & legal documents center, identity theft kit, beneficiary support. These are not insurance.
- 401k PROFIT SHARING PLAN & TRUST
 - You decide how much of your salary you want to contribute directly from your paycheck, up to \$22,500 in 2023, with before-tax contributions or after-tax Roth contributions.
 - Your employer may add an additional discretionary Profit-Sharing contribution to your account on an annual basis. As a minimum, if the company has at least \$100,000 of net profit for a year: Participants will receive an employer contribution of 3% of their gross annual wages for that plan year. Additional contributions can be made by the company at its discretion based on profitability.
 - Paid time off.
 - Discounts on products
 - Company vehicle
 - Health reimbursement account
 - Bereavement leaves
 - Branded apparel