

Territory Sales Representative

Location:	Main Office / Over the road
Training Requirements:	On-going
Travel Required:	Yes/ Limited Over Night
Exempt/Non-exempt:	Non-exempt
Position Type:	Full-Time - Safety Sensitive Position
Reports to:	Director of Sales

SUMMARY

This position will perform sales and marketing activities within an assigned customer base/territory and provide product expertise to our customers. Must be proactive in building long-term profitable relationships. Will work closely with customers to provide knowledge and promote the company. This position will also assist with Marketing and Social Media.

DUTIES AND RESPONSIBILITIES

Calling on an established customer base/territory to maintain market share and build new relations to increase customer base and volumes. Work closely with Director of Sales and other Sales Team members to provide Information, products, ideas, etc. to promote sales. Will work closely with accounts to promote products, encourage customers to do Customer meetings, Sales Trainings, and New Product informational meetings. Must be willing to Cold Call to help increase Customer Base. Willing to call directly on farmers, at the request of the dealer. Must communicate orally and in writing. Schedule and conduct meetings for customers. Work various types of shows weekends as needed. Must be willing to evaluate current procedures and be willing to provide input. Be safety minded at all times. Communicate daily activities, needs, and accomplishments. Offer recommendations that would increase efficiencies and profitability.

QUALIFICATIONS

Must be self-motivated, able to work with limited supervision, have excellent communication and computer skills. Ability to present information and answer questions. Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to lift up to 50 pounds. Ability to walk or stand for extended periods of time. Ability to climb as needed. Ability to work independently as well as a team. Outstanding internal / external customer service skills. Ability to prioritize and multitask in an ever-changing environment. Ability to meet deadlines. Must possess excellent communication and math skills. Ability to operate a forklift in a safe and efficient manner. Ability to effectively communicate with Management, Warehouses, other Departments, and Co-Workers to ensure that activities are completed in a timely, professional manner to provide quality products. Must possess good time management skills.

CERTIFICATES, LICENSES, REGISTRATIONS

Valid Driver's License – CDL would be helpful



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EDUCATION AND/OR EXPERIENCE REQUIREMENTS

High School Diploma / GED or any combination of education and experience that demonstrates the knowledge and ability to perform the work

PREFERRED SKILLS

Ability and willingness to strive in communications, accuracy, and efficiencies.

PHYSICAL DEMANDS

While performing the duties of this job, the employee is regularly required to sit/stand for long periods of time; use hands to hold, handle, or feel; talk and hear. Must be able to lift, push, pull or carry objects, use abdominal and lower back muscles to provide support over time. The job requires eye, hand, arm, foot and leg dexterity and coordination. Excellent stamina is required. The employee frequently is required to reach with hands and arms. The employee is occasionally required to sit/stand; walk; and stoop, kneel, crouch, or crawl. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus. The employee must not be allergic to grain, grain dust, grasses, or weeds. The employee must regularly lift and/or move up to 50 pounds, and occasionally lift and/or move up to 50 pounds.

WORK ENVIRONMENT

While performing the duties of this job, the employee regularly works near moving mechanical parts and may be required to work outside in various weather conditions and is regularly exposed to grain dust and other conditions requiring respiratory protection. The employee may be required to climb stairs and ladders and work in high places. The employee could be occasionally exposed to toxic or caustic chemicals, risk of electrical shock, and vibration. The noise level in the work environment may occasionally require the use of hearing protection. This job description in no way states or implies that these are the only duties to be performed by the employee in this position. Employee(s) will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

Employee Signature: _____

Date: _____



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