



Responsibilities

Sargents Equipment of Wisconsin, LLC is seeking a heavy equipment prime sales representative/account manager for the Wisconsin area. The primary responsibilities of the position consist of, but are not limited to:

- Responsible for the various heavy equipment lines (Genesis, Young, Moley etc)
- Account/territory management, financial merchandising and prospect for new business
- Ability to use effective time and territory management skills
- Personal visits to customer's applications to identify opportunities
- Effective use of direct mail, phone and electronic media to communicate with prospects and customers
- Must be able to develop and present proposals to solve customers' needs while working with our inside sales team
- Effectively present at the customers' location in front of a group and show the benefits of your products and services
- Execute planned sales calls
- Participate in sales training and use tools provided to educate on your own various products and services offered by the company
- Review open proposals with sales management and request management participation in customer sales calls when necessary
- Turn in complete orders to sales administration and review orders for accuracy
- Ability to demonstrate products at the customer's location
- Coordinate with all departments sales strategies that exceed customers' expectations
- Offer customized financing packages to meet each customer's unique requirements
- Consistent, regular, and reliable attendance including being ready for work at the designated start time

Physical Demands/Work Environment:

- Vision: No special vision requirements
- Lift and/or Move Functions: Frequently will lift up to 25 pounds; Occasionally will lift 26 to 50 pounds
- Work Environment: Occasionally will work near moving mechanical parts, fumes or airborne particles, outdoor weather condition