



# CAREER OPPORTUNITY

## EQUIPMENT SALES REPRESENTATIVE

Western Ag Systems is currently recruiting for an **EQUIPMENT SALES REPRESENTATIVE** based in **SASKATOON, SK.**

### JOB DESCRIPTION

- Present, promote and sell livestock equipment to existing and prospective customers.
- Perform needs analysis of existing/potential customers to determine their needs and educate them on how the company's products or services can meet their needs and benefit them financially and professionally.
- Prepare and present competitive quotes for products and services based on needs analysis of the specific customer.
- Establish, develop and maintain positive business and customer relationships.
- Research accounts, generate or follow up on sales leads.
- Expedite the resolution of customer problems and complaints to maximize customer satisfaction.
- Achieve sales targets and outcomes within a schedule as agreed upon with management.
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs.
- Attend meetings, sales events and appropriate training to keep abreast of the latest developments, best practices and promotional trends in the industry

### REQUIRED SKILLS

- Grade 12 education or GED equivalent; Post-secondary education in agriculture is beneficial
- Knowledge of agricultural equipment is an asset; agricultural experience is favorable
- 1-2 years previous experience in a retail sales role
- Excellent interpersonal skills with a focus on building rapport and customer retention
- Strong customer service client orientation
- Strategic prospecting and negotiating skills
- Well organized with strong time management skills
- Excellent communication skills both oral and written
- Self-starter
- Proficiency with MS Office Outlook, Word, and Excel
- Resiliency with ability to overcome objections
- Attention to detail

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If you are interested in this position and meet the above criteria, please submit your resume in confidence to [careers@westernagsystems.com](mailto:careers@westernagsystems.com) by AUGUST 13, 2021.

DESIGN-BUILD

SERVICE

EQUIPMENT

SUPPLY