



The winning team



Job Title:	Territory Sales Manager Southeast U.S.	Job Category:	Sales
Department/Group:	Sales and Marketing	Industry:	Agriculture
Location:	De Witt, Iowa – Company location – This position does not need to report to De Witt, Ia daily	Travel Required:	Yes (75% of working time)
Level/Salary Range:	base salary plus commission on sales, according to the candidate experience	Position Type:	Full Time – Salary Exempt
HR Contact:	Filippo Lavelli	Date posted:	12.22.2015
Will Train Applicant(s):	Yes	Posting Expires:	
External posting URL:			
Internal posting URL:			
Applications Accepted By:			
Fax to: (563) 285-9921 Subject Line: Territory Sales Associate Attention: General Manager or Human Resources		Mail: Mail: flavelli@maschio.us Maschio Gaspardo North America, Inc. c/o: Human Resources Department 112 3 rd Avenue East De Witt, IA 52742	
Job Description			
Job Purpose: <ul style="list-style-type: none"> This position provides the right candidate an unparalleled opportunity to utilize individual sales talent and maximize personal income at the same time. The goal of the Territory Sales Representative is to effectively expand the existing customer base under the direction of the General Manager. The Territory Sales Representative must possess diverse abilities to gain lucrative business relationships with a wide array of potential customers to generate revenue for the Company and oversee customer satisfaction and long-term account goals that are consistent with MGNA's vision and values. Duties: <ul style="list-style-type: none"> Reports directly to the General Manager Demonstrates strong product and technical knowledge of equipment necessary to provide effective customer presentations Thorough and complete understanding of the pricing and discount tiers Demonstrate professional mannerism and ability to pitch business proposals to high level executives as well as individual buyers. Proven ability to close sales and gain market share from larger competitors Develop and achieve personal business goals, in conjunction with the Sales Manager that accurately 			



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forecast expected sales, details activities scheduled and sets high yet achievable goals for the fiscal year.

- Responsible for utilization of all available means of sourcing and developing client relationships
Use of referrals, telephone canvassing, direct mail campaigns, cold calling and networking to gain future clients.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within their assigned territory, including the use of Microsoft Outlook to maintain accurate records to maximize territory potential.
- Demonstrates the ability to gather and submit required documentation and detailed business information for customer setup, pricing and contract negotiations to present the best possible solutions to potential clients and boost closed sales.
- Adheres to all company policies, procedures and business ethics codes
- Participates and contributes to the development of both client and employee equipment and service education programs
- Maintain client contact within assigned territory to monitor client satisfaction and implement trouble shooting measures when necessary
- Demonstrate ability to interact and cooperate with all company employees

Skills/Qualifications:

- High School Diploma or GED. Associate's Degree in Business preferred
- Strong direct and remote sales skills. Extremely comfortable dealing at senior levels. Must bring strong negotiating skills and ability to close.
- Knowledge and experience working with distributors and dealers of agricultural equipment
- Excellent communications skills: Must have experience crafting and presenting effective proposals, and bring strong demonstrations skills
- Proven ability to meet or exceed sales quotas.
- Proficiency in Microsoft Word, Excel, and Outlook is required.
- This position requires travel

Sales Job Experience:

- 5-10 years experience in Agricultural Equipment Sales
- Extensive experience in Supplier Relationship Management

Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	