



Position:	Account Manager (Positioning & UAVs)
Department:	Sales
Reports To:	Regional Sales Manager
Supervises:	None
Job Group:	Sales Workers
Exempt or Non-Exempt:	Exempt

Job Description:

This individual will develop long-term partnerships with our customers to build win/win solutions within an assigned territory while promoting all aspects of RDO in a professional manner. The Account Manager (Positioning & UAVs) will be responsible for developing, planning, and executing the strategy for sales of the UAV product line and associated product lines.

At RDO Equipment Co., we make decisions thoughtfully, balancing the impact on each of our stakeholders, and enacting those decisions according to each of our core values. In this way, we find purpose in our work and pride in our purpose.

Specific Duties Include:

- Use company-provided systems/tools (i.e. S2) to fully document, track, record, follow-up and capture all related sales activity in a timely and accurate manner. Use of the system should contribute directly to the proposal process, winning the sale, volume, territory awareness, participation, and customer satisfaction.
- Effectively understand and use manufacturers' programs and resources to attain acceptable market share levels.
- Sell whole-goods, parts, and service as a customer solution and build long-term relationships within their territory to maximize customer and company profitability.
- Develop a keen awareness of the competition and competitive products, as well as business and industry trends.
- Coordinate and/or conduct field demonstrations as well as operate machinery at customer work site
- Work in conjunction with Sales Manager and the Sales Support team, responsible for follow-up and expediting whole good orders.
- Accountable for timely follow up on each sale to ensure customer satisfaction.
- Coordinating and/or communicating with customers and applicable departments ensuring timely delivery.

- Coordinate pickup and delivery of equipment as needed. Work with TOPCON, Wingtra, and Inspired Flight on new or experimental products, training and being the primary contact between TOPCON, Wingtra and Inspired Flight and RDO Equipment Co.
- Ensure that the company/location reputation and image in the community is consistent with RDO Equipment Co. Core Values, and that business relationships with all stakeholders are not compromised.
- Follow all safety rules and regulations while performing work assignments and adhere to all policies and procedures as specified in company manuals and as directed in the employee handbook.
- Conduct self in the presence of customers and community so as to present a professional image of RDO Equipment Co..
- Proactively seek and participate in available company-sponsored training, in an effort to develop and advance knowledge base and skill set.
- Participate in all company/location driven communication efforts, including open book meetings, huddles, department meetings, and other related efforts.
- Maintain a positive and professional working relationship with peers, management, and support resources, with a constant commitment to teamwork and exemplary customer service.
- Perform all other duties assigned by management in a professional and efficient manner.

Job Requirements:

- 1+ years working knowledge of GNSS or UAV equipment, preferred
- Familiarity with the construction industry, contractors, or related environments.
- Strong computer skills, with experience in CAD file creation or 3D modeling preferred.
- Strong communication and customer service skills, with the ability to build relationships and effectively support customer needs.
- Candidates must have valid work authorization and be able to work in the U.S. without company sponsorship.

Essential Job Functions:

Activity	Never	Occasionally	Frequently	Constantly
Hours Per Day	0 Hours	Up to 3 hours per day	3-6 hours per day	6-8+ hours
Sitting				X
Walking		X		
Standing			X	
Bending (neck)		X		
Bending (waist)		X		
Squatting		X		
Climbing		X		
Kneeling		X		
Crawling		X		
Twisting (neck)		X		
Twisting (waist)		X		
Hand Use: Dominant			X	

Hand Right ___ Left ___				
Is repetitive use of hand required?			X	
Simple Grasping			X	
Power Grasping	X			
Fine Manipulation			X	
Pushing/Pulling		X		
Reaching (above shoulder level)		X		
Reaching (below shoulder level)		X		
Lifting:				
0-10 lbs.				X
11-25 lbs.		X		
26-50 lbs.		X		
51-75 lbs.	X			
76-100 lbs.	X			
Carrying:				
0-10 lbs.				X
11-25 lbs.		X		
26-50 lbs.		X		
51-75 lbs.	X			
76-100 lbs.	X			
Driving cars, trucks, forklifts, other equipment			X	