



Position: Account Manager (Solar Technology)

Department: Sales

Reports To: Regional Sales Manager (Carlson)

Supervises: None

Job Group: Sales

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. The Account Manager for Solar Technology will be responsible for developing, planning, and executing the strategy for sales of the Carlson Machine Controls product line and the UAV product line nationwide.

At RDO Equipment Co., we make decisions thoughtfully, balancing the impact on each of our stakeholders, and enact 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 of 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 Carlson on new or experimental products, training and be the primary contact between Carlson and RDO Equipment Co.

- 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 to present a professional image of RDO Equipment Co.
- Proactively seek and participate in available company-sponsored training, 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 as assigned by management in a professional and efficient manner.

Job Requirements:

- 1+ year of experience working with GPS equipment preferred.
- Familiarity with the solar industry.
- Strong computer proficiency.
- Excellent customer service skills.
- Strong verbal and written communication skills.
- Ability and willingness to travel 50–70% as required.
- 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 Hand Right ___ Left ___			X	
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	