Position: Sales Professional
Department: Sales
Reports To: Regional General 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 Equipment Co. in a professional manner.

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, service and effectively promote and sell machine technology solutions to include Machine Control, telematics and machine maintenance monitoring as a customer solution.
- Build long term relationships within their territory to maximize customer productivity and efficiency as well as 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
- Maintain strong knowledge of used equipment values and be able to evaluate properly for trading purposes.
- Work in conjunction with the Sales Manager and the Sales Support department, 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.
- 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 as assigned by management in a professional and efficient manner.

Job Requirements:

- The ideal candidate will possess prior sales experience and/or relevant sales training.
- The candidate must demonstrate a solid understanding of local market conditions and customer needs.
- Knowledge of equipment resale values and market trends related to agricultural and construction machinery is preferred.
- The candidate must possess strong communication and interpersonal skills and be able to build effective relationships with customers and colleagues.
- The candidate must demonstrate excellent customer service skills and a commitment to providing exceptional customer support.
- The candidate must possess strong computer skills and be proficient in using business-related software applications.
- Candidates must be legally authorized to work in the United States and must not require current or future company sponsorship for employment authorization.

Essential Job Functions:

Activity Hours Per Day	Never 0 Hours	Occasionally Up to 3 hours per day	Frequently 3-6 hours per day	Constantly 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	