



Position: Sales Professional
Department: Sales
Reports To: Sales Department 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.

RDO Equipment Co. approaches its goals and responsibilities in terms of its five principal stakeholders: Employees, Customers, Manufacturer Partners, Owners and Communities. These principal stakeholders have shaped the core values of the organization and provide a basis for our management decisions.

Employees: We are dedicated to being an organization that continually strives to be a great place to work.

Customers: We are dedicated to being a total solutions provider with the highest commitment to customer service.

Manufacturer Partners: We are dedicated to being a respected distributor for our manufacturer partners.

Owners: We are dedicated to building a strong and sustainable business for the future.

Communities: We are dedicated to being an exceptional corporate business citizen.

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:

- Prior sales experience and/or training
- Solid understanding of local market conditions
- Knowledge of resale values of particular machinery a plus
- Strong communication and interpersonal skills required
- Excellent customer service skills
- Excellent computer skills
- Candidates must have valid work authorization and be able to work in the U.S. without company sponsorship.

EOE/M/F/Disabled/Veteran

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	