



## CAREER OPPORTUNITY

Location	Elie Branch	City	Elie, MB
Position	Inside Sales Representative	Job ID#	3782
Reporting To	Used Equipment Sales Lead		
<b>To Apply to this Position</b>	<ul style="list-style-type: none"> <li>➤ <b>Please go to: <a href="http://www.agwest.com">www.agwest.com</a></b></li> <li>➤ <b>Select “Careers”</b></li> <li>➤ <b>Choose the Job # then hit “Apply Now”</b></li> </ul> <p style="text-align: center;"><b>**Resumes are Required**</b></p>		
Position Overview	<p>Our <b>AgWest Inside Sales Representative (ISR)</b> is the single point of contact between the Dealer and the Customer as a vital source of support, building positive relationships with both internal and external customers to achieve both individual and company goals in the assigned region.</p>		
Key Accountabilities	<ul style="list-style-type: none"> <li>• Demonstrate workplace safety, environmentally sound and healthy behaviours at all times</li> <li>• Research, identify and pursuing potential business leads in parts, service and equipment</li> <li>• Establish, re-establish, qualify and maintain contact with small to medium-sized customers</li> <li>• Provide customers with insightful, valuable, timely, closely aligned options and solutions</li> <li>• Employ a disciplined call campaign, update customer account information and develop relationships to maintain accurate account and machine profiles</li> <li>• Determine customer requirements through needs analysis and provide solutions</li> <li>• Develop customer quotes and tenders from recommendations made by Technicians and assist with quotes for new contracts</li> <li>• Maintain Quote Log System ensuring timely and accurate sales information is provided</li> <li>• Administer sales processes and systems including call reports, weekly call plans and other administrative duties in support of the business</li> <li>• Assist with the development and administration of the annual territory plans and focus account plans for marketing programs targeted to prospective customers</li> <li>• Ensure all sales tools and market intelligence remain current and develop new tools to increase product exposure</li> <li>• Establish attainable monthly and yearly objectives intended to reinforce continuous improvement and achievement toward Company goals</li> <li>• Assist in the collection of outstanding customer payments and facilitate resolutions/agreements</li> <li>• Participate in appropriate training and development i.e. Dealership’s ISR Training Program and attend industry association events</li> </ul>		
Key Qualifications	<ul style="list-style-type: none"> <li>• Post Secondary Education, a background in Agricultural and experience in a sales environment</li> <li>• Safety conscious and customer centric with effective relationship building through all levels</li> <li>• Agricultural industry/competitors market knowledge and/or a technical aptitude</li> <li>• Experience prospecting customers via telephone, email or a social network</li> <li>• Exceptional communication, organizational and interpersonal skills</li> <li>• Proven analytical aptitude with attention to detail and sense of urgency</li> <li>• Strong business and financial acumen with effective decision making</li> <li>• Ability to effectively adapt and prioritize in a fast-paced environment, deadline driven environment</li> <li>• Self-motivated, independent and a team player with strong initiative</li> <li>• Computer and systems literate with proficiencies with Excel and Word</li> </ul> <p style="text-align: center;">AgWest is an equal opportunity employer who recognizes and values diversity.</p>		