



CAREER OPPORTUNITY

Locations	Greater Winnipeg Area	City	Greater Winnipeg, MB
Position	Parts Sales Associate	Job ID#	TCQ-20-7739
Reporting To	Parts Manager		
To Apply to this Position:	<ul style="list-style-type: none"> ➤ Please go to: www.Agwest.com ➤ Click “Careers” ➤ Select a job and then hit “Apply Now” <p style="text-align: center;">**Resumes are Required**</p>		
Opportunity Overview	<p>Our Parts Sales Associates are crucial in creating exemplary customer relationships and experiences through selling a range of parts for a range of quality Ag equipment product lines sold and serviced with AgWest. We are an essential service in support of our valued client’s business and farm operations.</p>		
Key Accountabilities	<ul style="list-style-type: none"> • Demonstrate safe, environmentally sound and healthy work behaviours at all times, in support of AgWest’s Health and Safety Policies, Programs and initiatives • Promote and process parts sales in an effective, professional and ethical manner with the highest regard for consistently delivering exemplary customer experiences • Determine customer requirements through effective needs analysis and provide strategic, valuable solutions for our customers resulting in the achievement of individual and company goals within the assigned region. • Cultivate and maintain consistency in service excellence, partnering with our customers, resulting in retaining, fostering and evolving our mutual success • Consistently follow up with customers and maintain rapport with clients and managers at timely, value added intervals • Effectively handle Parts inquiries in person, by phone, or email in a timely, helpful and effective manner • Conduct and/or support the daily functions of our parts operation, including sourcing, ordering, following-up on backorders, inventory counts, etc. • Provide weekend on call service as required 		
Key Qualifications	<ul style="list-style-type: none"> • Passionate, high achiever with demonstrated success and strong interest in customer centric sales focused role; Knowledge of Ag industry; Ag equipment Parts and Service is an asset, but not essential • Demonstrated ability to attract new customers and expand existing customer business through creating value and consistently positive experiences • Proven agility in proactively delivering great results in a fast paced, demanding environment with multiple and changing priorities. • Career-minded, strong initiative, positive mindset, known for cultivating teamwork resulting in meeting/exceeding our customer’s needs and evolve our business • Highly organized with effective data management and inventory systems skills • Demonstrated learning agility/proficiency with a variety of technology applications • Available and willing to work flexible shifts in support of our Ag business, which also includes occasional weekend shifts • Must possess a valid Driver's License with a clean Driver's Abstract <p style="text-align: center;"><i>AgWest is an equal opportunity employer who recognizes and values diversity.</i></p>		

