



## CAREER OPPORTUNITY

Location	Branch	City	Greater Winnipeg Area
Position	Inside Sales Representative (ISR)	Job ID#	TCQ-21-8072
Reporting To	Sales Manager		
Position Overview	<p>This vital, sales and marketing focused opportunity within our sales team is an ideal for launching your career in sales or leadership while contributing to our province's crucial Ag Industry. This exciting role is a game changer and pivotal point of contact between our business and customers providing valued solutions.</p> <p>Bring your energy, collaboration, creativity and high achieving mindset to show our customers we believe in working together in "<i>Sowing Potential and Harvesting Shared Success!</i>"</p> <ul style="list-style-type: none"> <li>➤ <b>Please visit: <a href="http://www.Agwest.com">www.Agwest.com</a></b></li> <li>➤ <b>Click "Careers"</b></li> <li>➤ <b>Select this opportunity and then click, "Apply Now"</b></li> </ul>		
Key Accountabilities	<ul style="list-style-type: none"> <li>• Change the game! Learn, represent and promote our industry leading AgWest equipment and product support business aligned to new, past and present clients.</li> <li>• This limitless opportunity encompasses regions across most of Manitoba</li> <li>• Participate in training and development i.e. Dealership's ISR Development Program</li> <li>• Network and participate in relevant industry events</li> <li>• Research, identify and pursue high opportunity parts, service and equipment sales leads for our outside sales team to proactively meet our client's needs</li> <li>• Participate in development of customer centric, value focused, strategic marketing initiatives</li> <li>• Proactively create and deliver consistently excellent value added customer experiences resulting in fruitful partnerships and client loyalty</li> <li>• Leverage your disciplined contact efforts, updating customer information ensuring accurate data and reporting</li> <li>• Develop customer quotes and tenders from recommendations made by Service Technicians and assist with quotes for new contracts</li> <li>• Collaborate with accounting team to facilitate customer payment resolutions and agreements</li> <li>• Demonstrate safe, environmentally sound and healthy work behaviours at all times, in support of Toromont's Health and Safety Policies, Programs and initiatives</li> </ul>		

Key  
Qualifications

- Passionate about cultivating relationships and delivering exceptional value added customer experiences aligning our premium products and services.
- Post secondary accreditation; Agriculture industry experience an asset
- Exceptional relationship building, communication skills with ability to interact effectively throughout our AgWest team
- Ability to effectively adapt and prioritize in a fast-paced, customer centric environment
- A sense of urgency is critical to demonstrate strong customer responsiveness;
- Strong curiosity, eager to learn about client needs/problems and how our products solve their challenges/needs, our dealership, industry to better serve our valued customers;
- Demonstrated initiative to support sales team owning various sales and product support initiatives/projects
- Safety focused
- Demonstrated ability to learn various systems, software and processes
- Must have access to reliable transportation with valid driver's licence as some travel within the territory will be required seasonally, and as the role evolves.

*AgWest is an equal opportunity employer who recognizes and values diversity.*