



## *Job Posting*

### *Sales Specialist – Specialized Agricultural Equipment (Michigan)*

HJV Equipment is a growing agricultural equipment distributor. Our vision is twofold and integrated: to become the premier specialized agricultural equipment distributor in the world, and to successfully train and develop our employees; enhancing their lives by providing them a rewarding and challenging work environment. As a leader in the specialized agricultural industry, we are looking for talented individuals to join our team.

We have an opportunity for a full time Equipment Sales Specialists in Chesaning, Michigan. Our Sales Specialists are responsible for generating and closing sales opportunities with new and existing customers, within a define sales territory.

#### **Responsibilities:**

- Prospects with existing and new accounts for new business opportunities
- Provides exceptional, value add service to our customers, in line with their business needs
- Meets business sales objectives, building relationships with new and existing customers
- Prepares timely and accurate sales reports, quotes and orders
- Responsible to know product availability, use, benefits and pricing structures
- Attends vendor dealer meetings in order to stay current on new equipment product design changes/updates, and become a product specialist on two to three specific lines of equipment
- Coordinates with Aftermarket Service and Parts team on scheduling installations, vehicle calibrations, tracking orders and maintaining inventories

#### **Requirements:**

- A passion for the agricultural industry
- Excellent interpersonal and communication skills
- Strong technical aptitude must know the equipment and be able to operate it
- Strong customer service, and consultative selling skills
- Computer skills (Microsoft Office), experience with a CRM tool is an asset
- Alignment with HJV values (spirit to serve, respect and continuous improvement)
- Relevant post-secondary education in an ag related program, or experience in modern farming equipment and farming practices that add value to our customers.

To apply for this role, please submit your resume to [hr@hivequip.com](mailto:hr@hivequip.com). We thank you for your interest!