



Come Grow with Us!

***Equipment Sales Specialist
Michigan***

HJV Equipment is a growing agricultural equipment distributor in business for thirty years. 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. HJV provides opportunities for exciting careers in a fast paced, technologically advanced industry with an industry leader. We are looking for talented individuals to join our team.

We have an opportunity for a Equipment Sales Specialist in in Michigan reporting to the VP Sales.

Key Responsibilities:

- ☐ Provides exceptional, value add service to our customers in line with their business needs
- ☐ Prospects with existing accounts and new accounts for new business opportunities
- ☐ 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 and updates, and become a product specialist
- ☐ Coordinates with the Aftermarket (Parts and Service) team on scheduling installations, vehicle calibrations, tracking orders and maintaining inventories
- ☐ Exemplifies and promotes HJVs core values: *Respect for Others, a Spirit to Serve and Continuous Improvement.*
- ☐ Understands HJV's vision and how the Equipment Sales Specialist can assist in achieving it.

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 Service, Respect, Continuous Improvement)
- ☐ Post-secondary education equivalent to a University or College Diploma in Agricultural/Equipment, Crop Science, Engineering or related field, or experience with modern farming equipment and farming practices that add value to the customer

To apply for this opportunity, please forward your resume to hr@hjeequip.com. Accommodations are available on request for candidates taking part in the recruitment process. Thank you for your interest in HJV Equipment!