

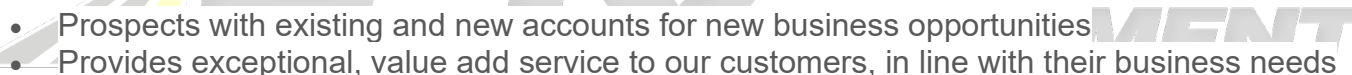
Come Grow with Us!

Equipment Sales Representative Alliston / Exeter

HJV Equipment is a growing agricultural equipment distributor in business for over 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 opportunities for full-time **Equipment Sales Representatives** in our Exeter and Alliston locations. Our Equipment Sales Specialists are responsible for generating and closing sales opportunities with new and existing customers, within a defined sales territory.

Job Description:

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- 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 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 agriculture
- Strong customer service, and consultative selling skills (3+ years)
- Ag equipment experience with AGCO tractors, combines and planters is a strong asset
- Excellent interpersonal and communication skills
- Strong technical aptitude must know the equipment and be able to operate it
- 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.
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If you are interested in joining a company with a family culture, committed to employee development, we'd like to hear from you. We offer a competitive benefits package including Health, Dental, LTD, Life, Extended Health Care, Registered Retirement Savings Plan, Employee Assistance Program, Discount Program and other perks. For more information on HJV Equipment please visit www.hjvequip.com.

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

