



COMPANY SUMMARY

Modern Machinery is celebrating **75** years in business in the Pacific Northwest! We sell, rent and service high quality heavy equipment while providing exceptional customer service and product support to our customers. Modern Machinery is committed to our core values and creating a safe working environment for all our employees. For more information about our company, please visit our website at www.modernmachinery.com

POSITION SUMMARY

This position reports to the Montana Sales Manager and is responsible for the coverage, retention, development and customer satisfaction of a specific group of customers in Western Montana. The individual in this position should be personable, highly motivated, a problem solver, reliable, ethical, and able to adapt to all of the forces around them – customers, suppliers, department employees, co-workers and manufacturer employees. It is extremely important that this individual have strong selling skills and interpersonal communication.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- The primary markets will be roadbuilding, general civil construction and quarry/ aggregate production
- Structure, plan, and execute sales activities commensurate with company goals and objectives. This may include customer relationship programs, strategic call plans, deal status reporting, demonstrations, and promotional shows
- Profitably grow market share with prospective accounts, while maintaining position with current accounts
- Analyze market opportunities within an assigned territory
- Segment customer base by Industry codes as well as customer type
- Develop & maintain a call management plan
- Manage the sale process from prospecting, to presentation, to negotiating closing & documenting the sale
- After delivery of equipment, train customer employees in orientation & maintenance practices
- Understand job site applications so that fleet recommendations can be made
- Study & become familiar with all products that the company represents
- Attend training and industry events as assigned
- Candidate must be willing to travel (including overnight) within geographic territory
- Other duties may be assigned by the Company Executive Staff

QUALIFICATION AND REQUIREMENTS:

- Strong customer focus – commitment to customer satisfaction
- Personal accountability to complete all tasks required of the position
- Strong math skills and basic knowledge of financing
- Self-Management – prioritize & complete tasks
- Teamwork – cooperate & support others in the organization and within customer organization

DESIRED EDUCATION AND/OR EXPERIENCE:

- High school diploma required, College degree preferred
- Minimum 5 years of sales experience in related field required
- Current, valid Montana Driver's License
- Computer proficiency is required

BENEFITS OFFERED:

- Medical, Dental Vision & Prescription Insurance
- Preventive Insurance Coverage
- 401k/Roth Retirement Savings Plan with Company Match
- Paid Time Off (Vacation, Sick, Holiday & Bereavement)
- Wellness Program
- Gym Membership Reimbursement Program
- Profit Sharing Program
- Company Paid Life Insurance
- Company Paid Disability Benefits
- Family Scholarship Program
- Employee Assistance Program

Modern Machinery is an Equal Opportunity Employer