



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:

Modern Machinery is seeking a qualified individual for the position of Heavy Equipment Territory Manager in Pocatello, ID. As a Territory Manager, you will be responsible for the coverage, retention, development, and customer satisfaction of a specific group of customers/territory in Eastern, ID. The individual in this position should be personable, highly motivated, a problem solver, reliable, ethical, and able to adapt to all 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:

- Territory Management of Clark, Jefferson, Butte, Madison, Teton, Bonneville, Bingham, Caribou, Bannock, Power, Oneida, Franklin, and Bear Lake counties. As well as Teton and Lincoln counties in Wyoming.
- 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.
- Perform other job-related duties as assigned.

QUALIFICATION AND REQUIREMENTS:

- Strong customer focus and commitment to customer satisfaction.
- Personal accountability and self-management to prioritize and complete all tasks required of the position.
- Strong math skills and basic knowledge of financing.
- Teamwork: cooperate and support others within Modern Machinery and within a customer's organization.

DESIRED EDUCATION AND/OR EXPERIENCE:

- High school diploma required, college degree preferred.
- Minimum of five years of sales experience in related field required.
- Current, valid Idaho driver's license.
- Computer proficiency 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