



TORGERSON'S LLC JOB RESPONSIBILITIES & EXPECTATIONS

POSITION TITLE: SALES CONSULTANT

POSITION OVERVIEW: Directly responsible for building and maintaining relationships with customers in given territories which results in selling new and/or used equipment and achieving complete customer satisfaction. In addition to sales, promotes service and parts while working in the field.

DESIRED SKILLS, EDUCATION, EXPERIENCE: Preferred applicants will have experience in, or knowledge of, agricultural industry and sales. Requires excellent interpersonal and communication skills, ability to problem solve and deal with customer inquiries and concerns, knowledge of computer programs and the ability to use such programs effectively, possess math skills, and organizational skills. Working knowledge of safety procedures relating to equipment and machinery.

RESPONSIBLE FOR CONTINUED EDUCATION AND NETWORKING IN INDUSTRY:

- Attend 3 quarterly product trainings (corporate sales training).
- Attend 1 operational training (farm based).
- Attend 1 trade show per year (MAGGIE/MATE do not count).

RESPONSIBLE FOR ACHIEVING COMPLETE CUSTOMER SATISFACTION:

- Attend delivery of equipment to customers.
- Demonstrate operation of equipment to customers.
- Coordinate and schedule customer visits according to territory and time management.
- Resolve customer complaints in a timely and professional manner.
- Create and complete sales agreements; prepare proposals.
- Appraise used equipment.
- Communicate extensively with customers on a daily basis via phone or in person.
- Foster relationships with staff and customers, both internally and externally.

COMPANY REQUIREMENTS:

- Inform management of existing or potential customer service issues.
- Utilize sales training techniques.
- Knowledge of computer software programs; i.e.; Word, Excel, Google, etc.
- Follow all company standards based on the employee, drug & alcohol and safety handbooks.
- Maintain a current Montana driver's license with clean driving record, be insurable through Company and report any circumstances where driving record could be affected.
- Create a safety-minded atmosphere, free of drug and alcohol abuse within the corporate structure.
- Performs extensive driving functions to include hand and eye coordination; use of speech and sound; moderate walking, standing, climbing, heavy lifting, carrying, stooping, bending, kneeling, and reaching. Works outside and inside in various weather conditions, vehicles and machinery with moving parts.
- May work irregular hours.