

Job ID: 340DJ
Job Title: Parts Sales Representative, Inside Sales
Degree Requirements: Associates Degree is Preferred
Years of Experience: 5
Type of Position: Direct Hire
Location: NE Atlanta, GA area
Salary Range: Depends on Experience & Expertise (Base Salary + Commission on Parts Sales)
Travel Required: < 15%

Please help the reader (s) of your résumé by telling us what your employers do / did to make money. Do not assume that the reader knows what your employers do / did.

One or Two sentences will suffice.

Our NE Atlanta, GA client needs to hire an Inside Parts Sales Representative who has a minimum of 5 years telephone parts sales experience selling heavy equipment industry products (bulldozers, tractors, excavators, etc.).

MUST HAVE REQUIREMENTS for this position are:

- * 5 years inside / telephone sales experience selling heavy equipment parts (bulldozers, tractors, excavators, skid steer, etc.).
- * Knowledge of and Customer Service experience and expertise in heavy equipment / construction equipment sales
- * Excellent written and oral communication skills
- * Be very well organized
- * Be a skilled user of MS Office Suite (Word, Excel, Outlook, etc.)
- * Have the ability to operate a fork lift

PLUSSES in this position are:

- * Associate's degree

The **RESPONSIBILITIES** of this position include but are not limited to:

- * Determine customer needs
- * Maximize sale of parts
- * Communicate effectively with customers
- * Use your knowledge to help customers minimize their equipment downtime
- * Provide Technical Advise as needed
- * Accurately enter data into database for inventory and billing purposes
- * Make telephone sales calls to customers
- * Assist other members of Sales Team with ordering of parts, researching needs, and tracking of orders
- * Locate & Purchase parts from outside vendors if necessary

- * Professionally investigate and manage any Customer complaints to ensure timely resolution while obtaining sufficient information and properly document all correspondence
- * Receive and Ship customer parts orders
- * Deliver parts to shop technicians on arrival
- * Inventory Management
- * Assist in Warehouse as needed (pulling, filling, stocking, shipping)

The Benefits for this position are:

- * 401k with company match (6% Contribution)
- * Medical, Vision, Dental, Life, Disability Insurance
- * 2 weeks paid vacation, 3 personal days, + 3 sick days per year
- * Paid Holidays

If you meet these requirements and wish to be considered for this position, send your résumé that **includes what your employers do to make their money** to us in a Word document at [Resumes AT PinnaclePlacementGroup.com](#) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM salary requirements*.

KEY WORDS: Sales, Inside Sales, Parts Sales, Telephone Sales, Phone Sales, Customer Satisfaction, Bulldozer, Tractor, Excavator, Skid Steer, Heavy Equipment, Farm Equipment, Forestry Equipment, Land Clearing, Construction, Mulcher, Shredder, Stone Crusher, Soil Stabilizer, Road Construction Equipment, Agricultural, Cat, Kubota, John Deer, Komatsu, Kobelco, New Holland, Case, Takeuchi, Bobcat, Volvo, Doosan, AGCO, Massey Ferguson, Fendt, Challenger, Yancey Brothers, Associate's Degree