

Job ID: 348RK
Job Title: Parts Sales Representative (New Sales)
Degree Requirements: Bachelor's Degree or 1-3 years related experience and/or training: or equivalent combination of education and experience
Years of Experience: 3
Type of Position: Direct Hire
Location: Near Gainesville, GA
Salary Range: Base + Commission on Sales
Travel Required: Minimal

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.

We are assisting our Gainesville, GA area client to recruit a **Parts Sales Representative** who has 3 years' experience in New Parts Sales experience and expertise in the arena of heavy construction equipment. This is a Business to Business (B2B) sales position.

The benefits include and are 100% paid by the company:

- * 401-K contribution 6% company match
- * Medical, vision, dental, life, disability insurance
- * 2 week vacation, 3 personal days and 3 sick days per year
- * Paid Holidays

The **MUST HAVE** items to be considered for this position are:

- * Bachelor's Degree or 1-3 years related experience and/or training: or equivalent combination of education and experience
- * Minimum of 3 years of parts sales for heavy equipment industry (skid steer, bulldozer, excavators, tractors, attachments, etc.) and customer service-related experience required as a technical parts representative or field service technician
- * Sufficient mechanic knowledge to understand customer heavy equipment
- * Strong customer service skills
- * Strong computer skills (including, but not limited to: excel, word, and CRM software)
- * Excellent organizational and time management skills
- * Strong phone sales skills
- * Sales skills to help the customer to overcome objections & close the sale
- * Be a motivated self-starter
- * Interpersonal skills to assist customers & employees

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

- * Increase sales by establishing / re-establishing, qualify, maintaining customer contact for heavy construction spare parts & attachments

- * Pursue new business
- * Develop existing Key Accounts within the United States
- * Analyze opportunities, identify key personnel, & develop strong business relationships via cold calls, presentations, direct mail, promotional campaign, and following up on leads for new business
- * Manage account base of 400 accounts (develop sales strategies, proposals, & forecasts)
- * Develop, conduct product demonstrations & sales presentations
- * Prepare quotations, cost reports, performance reports & customer correspondence
- * Develop territory management plan maximizing time with customers in order seeking new business
- * Enhance customer retention, monitoring customer satisfaction with service & parts support & by responding to customer concerns
- * Utilize online resources to maintain accurate records of sales calls, customer files, & sales activity information
- * Update sales activities with management
- * Attend trade shows, site demonstrations

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 without Headers / Footers, or Text Boxes 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, heavy equipment, heavy equipment parts, skid steer, bulldozer, excavator, tractor, truck, Cat, Caterpillar, Kubota, John Deere, Komatsu, Kobelco, New Holland, Case, Takeuchi, Bobcat, Volvo, Doosan, AGCO, Massey Ferguson, Fendt, Challenger, King Kutter