

## **Green Tractors – Sales Representative**

### **Title**

Sales Representative

### **Reports To**

Sales Manager

### **Summary**

The Sales Representative is responsible for personal sales activities, including supervising contracts, driving sales revenue, and developing sound professional relationships with every decision maker in their assigned area of responsibility. This individual will monitor sales in relation to financial goals, prepare and deliver sales materials, and organize and/or attend exhibits and other promotions. The Sales Representative is also responsible for forming strategic selling and large account plans within the corporate sales model. In addition, this individual must instill confidence in all of the key interest groups for the Green Tractors divisions' capabilities for customer service and technical support as well as for the John Deere brand and products.

### **Job Duties**

- Manage sales efforts and activities in alignment with corporate revenue goals and objectives.
- Analyze the effectiveness of sales programs; recommend and implement changes based on findings.
- Monitors competitive activity and products and timely communicates to management accordingly.
- Monitors trends in customer business activities and timely communicates to management.
- Develop, prepare, and deliver sales materials, trade show exhibits, conference appearances, and other promotional programs.
- Assist the Sales Manager in the development of strategic plans; administer practices and procedures to enhance operations.
- Assist in annual budget planning; monitor expenditures throughout the fiscal year.
- Maintain contracts and relations with assigned accounts, vendors and other distributors/business partners.

- Act as liaison to other business units for completion of day-to-day administrative and operational issues.
- Develop and implement sales strategies and other growth opportunities.
- Develop, manage, and nurture new business accounts and partnerships to accomplish profit and volume goals.
- Communicate brand identity.
- Conduct sales forecasts and regular reports.
- Maintains current knowledge of financing options to assist customers with securing the purchase of new and used equipment.

### **Requirements**

- Possess at a minimum a High School Diploma or GED equivalent; a bachelor's degree from a recognized University or College is preferred.
- 1 – 2 years of agricultural, turf and/or commercial worksite equipment sales experience preferred.
- Excellent time management and organizational skills.
- Exceptional interpersonal skills with the ability to quickly and effectively foster meaningful and trusting relationships.
- Ability to work collaboratively with colleagues and staff to create a results-driven, team oriented environment.
- Ability to understand the complexities involved in structuring an equipment sales quote, proposal and final agreement.
- Detail oriented with excellent documentation skills.

To explore this opportunity in confidence, please respond by mail, fax or email with a cover letter and detailed resume to:

**Human Resources**  
Green Tractors Inc.  
6770 King Road, P.O. Box 340  
Nobleton ON, L0G 1N0  
Fax: 905.859.3201  
Email: [hr@greentractors.ca](mailto:hr@greentractors.ca)

Compensation will commensurate with experience and overall fit. We thank everyone who applies; however only those selected for an interview will be contacted.

