

**Grow with us, and have a part in making Huron Tractor the “Right Choice” for our Customers!**

Huron Tractor is one of John Deere's largest partners in Canada, with nine locations servicing Southern Ontarians from East to West. We're proud to serve a community of customers that spans agricultural and commercial organizations to homeowners, with one of the largest inventories of machines and parts in Canada.

### **Turf Equipment Sales Representative**

Location: Stayner, ON

Position Type: Full-Time Permanent

**As a Turf Equipment Sales Rep, you will represent Huron Tractor by promoting sales of new and used turf equipment to existing customers and identifying potential customers in a defined sales territory. Whether you have sales experience, or are starting your career in sales, we will provide the training to help shape your future with Huron Tractor.**

#### **Why Huron Tractor?**

Our commitment to great customer service starts with the great people on our team. We take pride in helping our employees develop careers that reward, enrich and grow with the individual. We offer:

- Great training opportunities through John Deere, as well as internal training
- Competitive compensation
- RRSP's and extended benefits
- Bonus Programs
- Employee Discounts
- Excellent team environments with a Social Committee that plans great events

#### **Job Responsibilities**

This position reports to the Branch Manager and is responsible for:

- Maintaining current knowledge on features and benefits of Turf products and equipment potentially saleable by the dealership
- Assessing customer needs, and then resourcing and recommending the appropriate equipment, or services
- Preparing and administering sales contracts following a defined sales process
- Staying current knowledge of used equipment values for trade-in valuations
- Maintaining customer information in assigned area for sales management
- Conducting new equipment field demonstrations and staying current on product knowledge
- Maintaining current knowledge of financing options to assist customers with securing the purchase of new or used goods

#### **Required Skills and Qualifications**

- High energy, and a positive attitude, while taking initiative in the work being completed
- 1+ years equipment sales experience is preferred
- Knowledge of agricultural or turf equipment and farming or operational practices would be an asset
- Ability to use standard desktop load applications such as Microsoft Office and internet functions
- Excellent customer relation skills, self-motivated, and organized
- High School diploma or equivalent work experience
- Ability to work flexible and extended hours when needed
- Valid Driver's License

Please forward resumes with cover letter stating how your qualifications and experience fit with the position. Apply in confidence to [resumes@hurontractor.com](mailto:resumes@hurontractor.com) no later than November 23, 2020 by 4:00 pm

**Huron Tractor is an equal opportunity employer and welcomes applicants from all backgrounds to apply  
“Accommodations will be made for applicants with disabilities”**