

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 eleven locations servicing Southern Ontarians. We’re proud to serve a community of customers that spans agricultural operations, commercial enterprises and homeowners, with one of the largest inventories of machines and parts in Canada.

Equipment Sales Representative

Location: Thamesford, Ontario
Position Type: Full-Time Permanent

As an Equipment Sales Representative you will represent Huron Tractor by promoting sales of new and used 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:

- 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 product features and benefits available for sale
- Assessing customer’s needs and resources and recommending the appropriate goods or services
- Preparing and administering sales contracts following a defined sales process
- Staying current on knowledge of used equipment values for proper trade-in evaluations
- Utilizing sales/marketing software packages and maintains knowledge of financing options
- Consulting with customers after sale to provide ongoing support
- Conducting field demonstrations and staying current on product knowledge
- Maintaining customer profiles and information in assigned area for sales management

Required Skills and Qualifications

- 2+ years’ experience in Equipment sales is preferred, but not essential. If you have the right mindset, drive, and interest in agriculture, we will invest in training the right individual.
- Understanding of the Agricultural industry would be considered an asset.
- High energy, a positive attitude with an ability to build customer relationships is a must.
- Takes initiative in the work being completed, while being self-motivated, and organized.
- High School Diploma or equivalent work experience
- Able to work flexible and extended hours
- Valid Driver’s License

Please forward your resume with cover letter stating how your qualifications and experience fit with the position to resumes@hurontractor.com by April 23, 2021. We thank all for applying however only those selected for an interview will be contacted.

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