Position: Sales Consultant: Thief River Falls Location

Description:
Sales Consultant is responsible for selling whole goods out of the **Thief River Falls Location.**

Reports To:

Sales will report to the President, Zane Erickson

Job Duties:

- Call on Farms/Customers to develop a relationship with them to sell them North Star Ag's shortline equipment.
- Sell our products to customers as they call in and grow our business.
- Field calls and walk in's and get the customer the information they need to make the sale.
- Facilitate and Communicate with the team to make sure the highest level of customer service is being provided.
- Evaluate customer trades.
- Attend dealer meetings & trainings throughout the year
- Attending farm shows (KMOT & Big Iron)
- Attend Friday morning sales meetings at 7:30
- Fill out weekly sales/leads/market reports
- Meet with vendor reps

Requirements:

- High school diploma or equivalent required, college degree preferred, agriculture experience is beneficial.
- Significant work experience in customer service or sales strongly preferred.
- Highly motivated and target driven with a proven track record in sales.
- Able to memorize product specifications and demonstrate use accurately.
- Must be reliable and punctual.
- Desire to continue to develop skills and knowledge.
- Excellent selling, communication (both written and verbal), and negotiation skills.
- Outstanding interpersonal skills and a positive attitude.
- Articulate and well-spoken with excellent phone and email etiquette.
- Strong work ethic, self-motivated.
- Always demonstrate honesty and integrity.
- Excellent knowledge of MS Office.

- Prioritizing time management and organizational skills.

NORTH STAR AG

Hours: Monday-Friday 8am-5pm or as needed, in winter and summer. Monday-Friday 8am-6pm and Saturdays 8am-3pm or as needed in spring and fall. Overtime at 40 hours per week.

Benefits Package:

Health, Dental and Vision Insurance Benefits

401K Matching program

Vacation Pay

Paid Holidays

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