

Penner Farm Services, the leading providers of livestock equipment, supplies, and services in Western Canada is currently looking for a Dairy Equipment Sales Representative for our Blumenort, MB location.

JOB DESCRIPTION

In the position of a Dairy Equipment Sales Representative - you are so much more than a sales person!

Not only will you be presenting and promoting dairy livestock equipment to existing customers, you will be seeking out new opportunities with potential customers.

Once a needs discovery has been complete, a cost-benefit analysis will be required to educate the customer on the benefits of choosing said equipment. These relationships will need to be maintained, fostered, and in some cases, established. Problem-solving will be key - with frustrations come complaints which will need to be resolved to maximize customer satisfaction.

Although sales targets will be set with management, and evaluated throughout the year, you will be provided tools to monitor your success, create efficiencies and grow the market. Using these tools will allow you to monitor your growth, progress and trends, as well as marketplace conditions, including our competitors.

Lastly, attending meetings, sales events and appropriate training are crucial aspects of the jobs, to keep on top of new products, latest developments, best practices and trends within the industry.

REQUIRED SKILLS

Our ideal candidate would hold knowledge of the dairy industry, specifically dairy livestock equipment. They would have 1 - 2 years experience in a sales position, where they would have demonstrated their strong customer service focus, organizational skills, attention to detail, the ability to negotiate, strategically qualify prospective customers and interpersonal skills. In addition, being a self-starter, strong time-management skills and resiliency with ability to overcome objections is key.

A grade 12 education or GED equivalent is required ; post-secondary education in agriculture is beneficial.

Penner Farm Services offers a competitive wage, health and dental benefits and a profit-sharing plan. We offer an excellent work environment with opportunities for development and advancement.

If you are interested in this position and meet the above criteria, please submit your resume in confidence to careers@pennerfarmservice.com by December 30, 2020.

We thank all applicants, however, only those under consideration will be contacted.

DESIGN-BUILD

SERVICE

EQUIPMENT

SUPPLY