

**Penner Farm Services** is currently recruiting for **MANURE EQUIPMENT SALES REPRESENTATIVE** based in **Blumenort, MB.**

### **JOB DESCRIPTION**

- Present, promote and sell manure equipment products and services to existing and prospective customers.
- Learn and understand the business of manure management through research, observation, customer interaction and mentoring from more experienced staff members
- Establish, develop and maintain positive customer relationships
- Educate customers on how the company's products or services can benefit them financially and professionally
- Prepare and present competitive quotes based on a needs analysis of the specific customer
- Deal with customer problems and complaints in a timely manner to maximize satisfaction
- Partner with the Service department to coordinate equipment installs in a timely manner
- Work together with Manager to establish sales targets and outcomes within a schedule
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Attend meetings, sales events and appropriate training to keep abreast of the latest developments, best practices and promotional trends in the industry

### **REQUIRED SKILLS**

- Knowledge of agriculture with a focus on manure management equipment is preferred
- Willingness to get dirty at times
- Mechanical aptitude in fabrication and/or systems evaluation.
- Experience in sales and providing solutions based on customer needs
- Excellent customer service/satisfaction orientation
- Creative thinker, organized and able to think on their feet
- Excellent communication skills both oral and written

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If you are interested in this position and meet the above criteria, please submit your resume in confidence to [careers@pennerfarmservice.com](mailto:careers@pennerfarmservice.com) by February 11, 2022.