



JOB SUMMARY:

Georgia Poultry Equipment Company, a division of **Hog Slat, Inc.**, the world's largest provider of equipment and turnkey facilities to the swine and poultry industries, is seeking an exceptional individual to join our sales team in **WEST CENTRAL MINNESOTA**. The primary role of these positions is to manage a sales territory in this region. Responsibilities include, but are not limited to sales of poultry equipment to area growers looking to remodel or retrofit existing facilities. These sales representatives will also be responsible for maintaining customer satisfaction with growers in the area and further developing the territory.

NOTE: *Sauk Center listed as the "Location" for this position. That is a reference point. Candidates may be located within the territory.*

The IDEAL CANDIDATE for this position will be familiar with this territory and more specifically with the decision makers in the area's poultry industry.

ESSENTIAL DUTIES & RESPONSIBILITIES

Essential duties and responsibilities include the following. Other functions may be assigned as business conditions change.

- Develop a strong relationship with customers in the territory
- Identify potential growth areas including independents, and contract growers
- Increase our market share
- Be proactive in establishing new marketing strategies for specific areas of your territory
- Have in depth knowledge of competitors pricing policies and strategies
- Prepare and conduct product information presentations to individuals and groups to communicate specials, offerings, product features, and service features
- Manage warranty issues
- Schedule and coordinate deliveries and installation of parts & equipment
- Advise customers on design, function, and layout specifications for projects
- Sell parts & equipment for poultry facilities while focusing on selling products that fit the overall company strategy and provide the best value to the customer
- Qualify leads and set up customer credit options
- Sell at approved price for each customer and/or project
- Prepare professional quotes, product information, and presentation material
- Continually learn new product knowledge and acquire better selling skills
- Keep abreast of competition, competitive issues, products, and markets for our products and services
- Organize, understand, and communicate the bio-security requirements of each customer and each location at which deliveries, installation, or service is being conducted by our company or its representatives

- Maintain a bio-security kit in your vehicle at all times and utilize the appropriate supplies for farm visits
- Attend sales and participate in sales meetings, vendor product seminars, and trade shows
- Organize and attend local and regional trade shows in the territory

SKILLS/KNOWLEDGE REQUIRED

The IDEAL CANDIDATE will have the following experience/educational background:

- Knowledge of the poultry industry and the poultry producers in the area
- Knowledge of parts and equipment used in modern poultry and/or hog facilities
- General PC familiarity
- Ability to use Outlook Email, Word, Excel, in daily communications
- Ability to easily become proficient at using the Hog Slat Quote System
- Experience with measuring, laying out of drawings of buildings, solutions planning, and detailing buildings and equipment.
- Aptitude for designing ventilation plans and feed delivery plans (ability to easily learn these things if not already mastered)

*** WE WILL CONSIDER CANDIDATES WITH A CONSTRUCTION BACKGROUND**

PERSONAL CHARACTERISTICS

The most qualified candidate will have the following personal characteristics:

- Hardworking
- Self-Motivated
- Ability to complete projects within a specified time period
- Ability to multi-task
- Works well in a team setting
- Ability to work independently
- Good attendance record

Hog Slat, Inc. is an Equal Opportunity Employer of Minorities/Women/Disabilities/Veterans.