



**APPLY ONLINE:** <https://www.hogslat.com/job-opportunities>

**Job Summary:**

**Georgia Poultry Equipment Company**, a division of the world's largest provider of equipment and turnkey facilities to the swine and poultry industries, is seeking a **Sales Representative** with excellent customer service skills and extensive experience with the parts & equipment used in modern **egg layer** facilities to join our team in a territory based in **Union City, OH** but covering surrounding counties and states. The primary role of the person in this position will be to develop relationships and grow Georgia Poultry's business with farmers involved in egg production in the outline territory.

Successful candidates for this position will have 5 or more years' experience selling agricultural equipment and/or other capital goods to egg producers. A proven track record of sales success is required. The **IDEAL CANDIDATE** for this position will be familiar with this territory and more specifically with the decision makers in the area's egg industry.

**ESSENTIAL DUTIES & RESPONSIBILITIES**

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

- Identify and contact potential customers for egg layer equipment and/or building projects in the assigned territory
- Give customers recommendations on the best parts & equipment available at Georgia Poultry with which their needs can be addressed.
- Develop a strong relationship with customers in the territory
- Identify potential growth areas including independents, and contract growers
- Increase our market share
- Have in depth knowledge of competitors pricing policies and strategies
- 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:

- Extensive knowledge of the egg industry and the producers in the area
- Knowledge of parts and equipment used in modern egg laying facilities
- General PC familiarity
- At least 3 years of sales experience of similar equipment preferred
- Ability to use Outlook Email, Word, Excel, in daily communications
- Ability to easily become proficient at using the Georgia Poultry Quote System
- Experience with measuring, laying out of drawings of buildings, solutions planning, and detailing buildings and equipment.

## **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.**