

Sales Manager - Agriculture and Commercial Equipment

Dan R. Equipment – Plantagenet, ON

Our Company:

Start a new challenge with a progressive, locally owned and operated farm equipment dealership southeast of Ottawa, ON. We sell service and support top-tier leading edge brands including Massey Ferguson, Challenger, Fendt and Gleaner. We believe in providing the highest quality products and services to our clients and are looking for new talent that thrives in a challenging and diverse work environment.

Are you the right leader to join our Management Team and take our Sales Department to the next level of customer satisfaction and dealership support?

Primary Duties and Responsibilities:

- Reporting directly to the Owner/Principal you will take ownership of the Sales Department by leading, supervising and directing and all aspects of its operation
- Plan department objectives jointly with the company's senior management team
- Ability to work closely and effectively with all dealership departments
- Maintain a high customer satisfaction percentage rating at all times
- Develop and implement a marketing plan to solicit new customers and maximize retention of existing customers
- Maintain a high profitability in all areas and keep all departmental expenses under strict control
- Forecast, target and track monthly sales, profits and expense objectives
- Maintain inventory control including purchasing, selling, stocking and pricing
- Ensure that aged inventory levels remain low
- Recruit, interview, hire and train of all sales personnel as required
- Maintain the showroom floor to efficiently maximize exposure

Required Qualifications:

- Minimum of 5 years' experience in the management of a sales team
- 3+ years' experience in Agricultural or Commercial Equipment
- Ability to develop strong business-to-business relationships
- Lead and develop a strong sales team
- Proven sales leadership track record who understands how to drive growth in a competitive industry
- Knowledge generally acquired through post-secondary education in Business Acumen (though work experience may be considered as an equivalent)
- Strong computer literacy in Microsoft programming; Outlook, Excel, Word, etc...
- Professional written and excellent oral communication skills
- Excellent organizational ability and attention to detail
- Ability to take ownership of challenges with a positive attitude and possess strong problem solving skills to find creative and innovative solutions
- Ability to work in a team environment to achieve common goals
- Experience in a management or supervisory role with an excellent ability to lead, manage, problem solve and sell
- Ability to remain calm and focused under all circumstances ensuring that the sales team performs effectively and exceptional service is provided to customers
- Possess a good understanding of agricultural machinery, equipment and culture is an asset
- Previous experience as a Sales Manager or commensurate experience is an asset
- Valid Driver's license
- Bilingualism English/ French an asset

Please send your resumé and a cover letter to Jason Stockill at jason_stockill@danr.ca detailing why you believe you would be a genuine asset to our team. Resumes without cover letters will not be considered.

We thank everyone for their interest, however only qualifying candidates will be contacted for an interview.