

Territory Sales & Product Specialist

The primary function of this position is to facilitate DewPoint Steamer sales and in-field product implementation, by cultivating and maintaining dealer and customer relationships. Represent the culture, vision, and mission of Staheli West and its products to dealers and customers in the territory outlined by management. Factory and in-field training will be provided ongoing. Reasonable sales targets will be established with business planning and accountability of the employee to ensure success.

Ideal candidates will have 2-5 years of relevant ag equipment sales and customer service experience. Preferred candidates will have knowledge of and expertise in commercial hay baling operations, as well as a passion for technology, agriculture and hay equipment. Must be self-motivated, have excellent customer relation skills, good computer skills, and excellent interpersonal, written and oral communication. Must have a driver's license with a clean driving record and be experienced at operating equipment. Candidate must be willing to reside, or currently residing within Southern Idaho region.

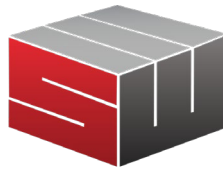
Duties and Responsibilities:

Represent Staheli West to Dealerships and Customers

- Dealer Relations – Develop strong working relationships with current Staheli West dealers.
- Dealer Support – Ensure dealers understand and utilize the Dealer Portal, Customer Portal, Media Resources, and Marketing Initiatives. Act as expert DewPoint resource for dealers.
- Lead Generation – Identify forage operations where DewPoint Technology should be implemented. Organize and/or assist with trade shows and events in territory.
- Convert Leads – Manage and prioritize leads using CRM tool. Work independently and with dealers to develop and execute plans for educating leads about product need/benefits, answer questions/concerns about product implementation, overcome objections, close sales through and with dealers.
- Implementation – Ensure all new and new-used DewPoint customers have successful start-up and in-field implementation experiences.
- Customer Relations – Cultivate and maintain excellent customer relationships in assigned area of responsibility.

Expectations/Qualifications/Skills:

- Self-motivated, hard-working, and comfortable functioning independently with accountability to and from Management
- Preferred experience with cutting, raking, and baling hay
- Proficient computer skills and understanding of Excel spreadsheet software
- Available 5 days/week, possible Saturdays. No Sunday work expected or required
- Work will require regular travel throughout Idaho, Oregon, and Washington
- Willingness to work odd hours when needed
- Commitment to excellent customer service
- Education – High School or higher



Compensation:

Salary Range – \$65,000 - \$120,000 (base salary + commission on sales)

Employee will be provided a base salary plus commissions, company vehicle, expense account, training and other benefits. Compensation potential will include a component of commissions based on sales volume and profitability of booked deals. The opportunity to prosper is available for self-starters that understand the sales process and have the work-ethic to solve problems and make things happen.

Other benefits/Compensation

- Phone stipend
- Employee benefits
 - Health insurance allowance \$400/month
 - 401K – After one year of employment
 - 3% Safe Harbor
 - Profit share (company discretion)
 - Disability & life insurance as per current employee policy

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities and activities may change, or new ones may be assigned at any time with or without notice.

*****Please submit your resume with a cover letter and 1-3 professional references to casey@staheliwest.com**