

Golf & Turf- Territory Manager- Van Wall Equipment

Job Summary

Responsible for selling John Deere new and used golf and turf equipment. Focuses on external customer relationships as well as phone calls and email contacts.

Essential Duties and Responsibilities

- Represents the company for golf and turf equipment sales in assigned territory within Nebraska
- Maintains current product knowledge on features and benefits of all equipment potentially sellable by the dealership
- Monitors competitive activity/products and communicates feedback to management
- Maintains all customer information for sales management
- Knows and follows a defined sales process
- Assists with the preparation and execution of customer events
- Conducts new equipment demonstrations
- Maintains current knowledge of financing options and sales promotions to assist customers with securing the purchase of new and used goods
- Attends applicable sales training events/seminars
- Ability to use the quoting tools provided in Pathways to submit information to the appropriate manager for appraisal

Position Qualifications

- 1+ years of sales experience preferred within the turf equipment industry
- Strong knowledge of golf and turf equipment or operational practices required
- Ability to use standard desktop applications such as Microsoft Office and Google Drive
- Ability to work flexible hours
- Excellent customer relationship skills
- Ability to analyze and interpret basic sales reports
- Willingness for overnight travel within the state required
- High School Diploma or equivalent work experience