



CRUSHING EQUIPMENT SOLUTIONS™

JOB POSTING

Machine Sales Manager - Contractor, Earthmoving, Recycling

Salary Grade/Level/Family/Range:

(Base Salary + Commission)

Pay differentials for location and/or shift may apply

FLSA Classification: Exempt

Updated: 01/3/2024

Position Summary

The Machine Sales Manager is responsible for maximizing the sale and rental of new, used and rental fleet prime product within the assigned territory and market in a manner that reflects the company's vision of working as "One Professional Team." This position develops and maintains a customer base consistent with marketing policy and procedure. Depending on assignment, the EM Sales Representative's efforts may be focused on either specific accounts or a designated territory/market.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions.

- Maintains a current and accurate call list, and maintains relevant customer information
- Ensures that all orders and documents are submitted to the Sales Department in an accurate and timely manner
- Controls expenses incurred while on company business and completes and submits appropriate reports
- Makes office and on-site sales calls to customers, exhibiting strong communication skills
- Uses effective communication skills while communicating with others in the Sales Department, and with personnel in other departments and in the field
- Uses call list to make office, field and job site calls on customers at least once a year (or more often as needed)
- Completes sales that enable the Rep to meet or exceed Sales Department objectives in unit sales, profitability and PINS as established by sales management
- Completes used equipment inspections and evaluations to help determine machine condition for trade in
- Stays current with and knowledgeable of the features and benefits of all products represented by Crushing Equipment Solutions (CES)
- Effectively operates equipment sold by CES as needed
- Loads and unloads equipment for transport trucks, as called upon to do so
- Other duties as assigned by manager



Competencies

- Data Entry
- Telephone Skills
- Safety Knowledge
- Reading/Writing Skills
- Reasoning Skills
- Organizational Skills
- Communication Skills
- Math Skills
- Product Knowledge
- Intermediate knowledge of Microsoft Outlook, Excel, and PowerPoint
- Advanced knowledge of CRM/Sales Link

Supervisory Responsibilities

- None

Work Environment

- Noise: Loud
- Indoors and Outdoors

Physical Demands

- Standing
- Walking
- Talking
- Sitting
- Use of Hands
- Hearing
- Squatting/Kneeling
- Ability to ascend/descend ladders, stairs, etc.
- Medium work that includes lifting and/or moving objects up to 32 pounds or more

Travel Requirements

- 50%- 75%

Required Education and Experience

- High School Diploma or GED
- Bachelor's degree in Business, Engineering, or Marketing or an equivalent combination of education and experience
- 5 years sales experience in the heavy equipment industry
- 3-5 years administrative/clerical experience
- 3-5 years customer service experience



Additional Eligibility Requirements

- Valid Driver's License and a driving record that meets company standards
- Must pass all required pre-employment screenings which may include but are not limited to background checks, drug/alcohol testing, fit for duty testing, and any other job-related tests/screenings

Employee Benefits

Crushing Equipment Solutions provides the following benefits to all full-time employees

- Paid Time Off (PTO) Plan
- Company Paid Holidays
- Medical, dental, and vision insurance
- Life and AD&D Insurance
- 401K Savings Plan
- Tuition Reimbursement
- Employee Assistance Program (EAP)

Other Duties:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently.

Crushing Equipment Solutions is an EEO/AA/Veterans/Disabled employer.