

Outside Construction Equipment Sales Representative

Ditch Witch Mid-States is seeking a Field Equipment Sales Representative to support and locate customers that depend on industry leading underground utility and light construction equipment. Does a fast-paced career in sales offering exceptional opportunities sound interesting? We are looking for motivated competitive people just like you to join our team!

About Us:

Ditch Witch Mid-States is the premier source of equipment and related solutions dedicated to serving underground utility and light construction professionals. We provide industry leading tools and technology to locate, install and rehabilitate pipe and cable underground as well as landscaping equipment and attachments.

Local training and support, parts availability, reliable service and response, as well as new, used and rental equipment inventories all reflect a single-minded focus on the success of the professionals we serve. We are factory trained and authorized to represent Ditch Witch®, Hammerhead®, Subsite® and other leading brands of equipment. We also service, repair, and stock wear parts for a variety of makes of directional drills, vibratory plows and trenchers, vacuum excavators, utility locators, piercing tools, pipe bursting, pipe ramming, compact utility equipment, and more.

Position Summary:

Our team is searching for a Sales Representative to help customers with equipment and related needs in the Cincinnati, Northern Kentucky and South Eastern Indiana area as well as work with team members at our other locations.

Our sales team are provided with company vehicles, laptop computers, smart phones, route planning and a variety of other tools to achieve coverage, sales and customer satisfaction goals. The successful candidate must be a great communicator and problem solver with a "whatever it takes" attitude.

Job Duties:

- Service existing accounts, establish new accounts and obtain orders by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Support customers and help them succeed by providing information, supplies, equipment inspections, demonstrations and recommendations.

Skills/Qualifications:

- Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales.

- Experience with equipment dealership, distributor, underground utility, light construction or related industry would be valuable.
- Skill to support (and sell) customer organizations, develop relationships, and learn continuously.
- Maintain a technical knowledge of products, supplies and services provided by the dealership, as well as relevant applications.
- Preferred 2-4 year technical or college degree.
- Ability to build rapport with clients perform technical presentations on products and company capabilities.

Compensation:

Our performance based salary/bonus program offers exceptional growth opportunities and competitive wage. We offer medical insurance, paid life insurance, profit sharing, and a 401(k) savings plan. Employees may elect to purchase dental and/or vision insurance.