

Position Description:

Position title:	Sales Representative
Reports to:	Dealer Principal
Location:	As per individual agreement

Dimensions:	Sole dedicated sales representative in the region Delegated Authority: as per the authority matrix Direct reports: Nil
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Purpose:	Accountable for maximising profitability through effective sales activity across the region and in developing strong business relationships to foster future business in both tractor and agricultural machinery
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Accountabilities:	<ul style="list-style-type: none">• Continual delivery of sales targets of both new and used tractor and machinery products• Pro-active customer account development and maintenance• Development and execution of a marketing approach that will capitalise on opportunities• Determine pricing solutions for new products and trade-in deals in conjunction with Dealer Principal• Foster and maintain customer relationships across the region• Maintain a showroom that best reflects the Power Farming brand and the products that it represents• Ensure that all administration functions are completed on time and are correct• Co-operate with all other departments to meet production and workflow deadlines• Travel as and where directed as required – a majority of your time will be spent on the road.• Comply with Power Farming's quality, environmental and health and safety procedures so as to proactively develop a culture of, continuous quality improvement and the provision of a healthy and safe workplace, ensuring that all practical step are taken to meet current Worksafe NZ requirements.• Provide professional and ethical behaviour in your actions ensuring compliance with legislation and industry standards.• Ensure you are familiar with and comply with all organisational policies and procedures.
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The previous statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of the position and the incumbent

Key relations:

- Power Farming customers
- Dealer Principal
- Internal staff

Person Specification:

Essential:

Desirable:

Skills and knowledge:	<ul style="list-style-type: none"> • Developed selling skills • Strong administration and record keeping skills • Knowledge of agricultural machinery • Proactive approach to lead generation 	<ul style="list-style-type: none"> • F2 System
Qualifications required:	<ul style="list-style-type: none"> • NZCE 	<ul style="list-style-type: none"> • Sale cycle training • Business certificate
Key competencies:	<ul style="list-style-type: none"> • Ability to be both a farmer of sales and a business developer of sales • Exceptional ability to develop long term relationships • Strong business acumen • Appropriate level of communication skills required for this position • Self-managing and can work independently • Good head for numbers • Maintains a high community reputation • Keeps abreast of technology trends and technical developments • Understands the importance of understanding local economic trends • Can focus on multi sales at any one time 	
Work experience:	<ul style="list-style-type: none"> • Extensive knowledge of local market and the agricultural industry • 2+ years in a sales role 	<ul style="list-style-type: none"> • Previous agricultural sales

Approved by:

Wendy Matheson

Date:

Oct 19