



Office Job Posting

Position Available: Sales Representative
Location: Field (East Coast-PA, NJ)
Department: Sales & Service
Business Unit/Group: Powered Vehicle Systems / Trailer Systems
Hours: 8:00 am – 5:00 pm
Reports to: Sales Manager

Qualifications Required:

- Qualification 1: Bachelor's Degree (B.A.) from a four-year college or university; or
Qualification 2: 2 to 4 years of related experience and/or training;
Qualification 3: OR equivalent combination of education and experience.
Qualification 4: Strong language skills: ability to read, analyze and interpret general business periodicals, professional journals, technical procedures and/or government regulations; ability to professionally write reports, business correspondence and procedural instructions; ability to effectively present information and respond to questions from groups of managers, associate, clients and customers.
Qualification 5: Ability to calculate figures and amounts such as discounts, interest, and commissions. Ability to calculate ROI and life cycle costs.
Qualification 6: Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
Qualification 7: Proficiency with Microsoft Windows, Word, Excel, PowerPoint, and Access.
Qualification 8: Valid driver's license with acceptable driving history.

Summary of Job Duties:

To represent SAF-HOLLAND in the sales, distribution, and service of SAF-HOLLAND products to all classes of assigned customers in such a manner as to increase the sales volume and company market share within the territory assigned.

In each of the duties listed below the employee is expected to perform to the highest standards of quality, to strive for maximum customer satisfaction, and to continually look for ways to improve the methods, practices and procedures of this position:

- Must have a working knowledge (application, installation, operation, maintenance, and repair) of all SAF-HOLLAND products.
- Must have adequate literature and specifications on hand at all times.
- Must be familiar with competition's activities and products.
- Conducts sales, service, safety, and maintenance seminars as required.
- Attends association meetings and truck shows as directed by the Sales Manager.
- Assists in warranty, service and accident investigations whenever the need arises.
- Submits itineraries two weeks in advance to the Sales Manager.
- Submits daily call reports weekly to assigned Sales Manager.

Sales Representative

- Submits expense reports weekly to the assigned Sales Manager.
- Maintains company automobile and any other company property in a presentable manner.
- Maintains a personal and corporate image of the highest quality at all times.
- Promotes products to meet sales objectives as well as inventory requirements to ensure adequate supply to meet fleet needs.
- Keep distributors supplied with current literature.
- Works with distributor's to keep sales and service personal trained to achieve common goals.
- Work with Truck and Trailer Dealer personnel to obtain SAF-HOLLAND product specifications.
- Makes fleet calls to promote SAF-HOLLAND products usage.
- Contacts assigned OEM accounts in territory as directed.
- Strive to have OEM honor all SAF-HOLLAND product specifications.
- Keep accounts up to date with any new products or changes in existing assemblies.
- Maintain complete security and confidentiality of all Company records and employee data.
- Meet with supervisor at least once per year to review job performance using this job description as a basis for appraisal.
- Supports quality and environmental management systems as required.
- Perform other miscellaneous duties consistent with this position.

Travel Requirements: Significant, including overnight travel required (80%)

Relocation: Benefits Available

Resumes may be submitted by email to husaresumes@safholland.com, or faxed **confidentially to 616-546-6813**. By mail: Rachelle Warrick, HR Manager, SAF-HOLLAND, at 467 Ottawa Avenue, Holland, MI 49423.

Equal Opportunity Employer