

Sales Territory Manager – Ditch Witch Mid-States

Equipment Sales / Territory Manager:

Ditch Witch Mid-States is seeking an Equipment Sales Territory Manager to support and locate customers that depend on industry leading underground utility and light construction equipment in the Western PA area. As a team member you will play a vital role in providing superior product support and solutions to customers to keep their equipment and company productive on the jobsite. We are looking for motivated competitive people just like you to join our team!

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

Compensation:

Our performance-based salary/bonus program offers exceptional growth opportunities. Benefits include comprehensive medical insurance, paid life insurance, profit sharing, dental, vision, paid vacation, a 401(k) retirements savings plan.

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.
- Previous experience in sales, customer service, or other related fields
- 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.
- Ability to build rapport with clients perform technical presentations on products and company capabilities.

Job Duties:

Service existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.

- Support customers with equipment related solutions that enhance their success, by providing information, supplies, equipment inspections, demonstrations and recommendations.
- Candidate will travel throughout Western PA identifying landscapers, excavators, utility contractors needing compact skid steers, trenchers, mini excavators, compact wheel loaders, vibratory plows, vacuum excavators, horizontal directional drills and other tools of the trade.

About Ditch Witch Mid-States:

Ditch Witch Mid-States is the premier source of construction equipment committed exclusively to helping underground professionals locate, install and rehabilitate pipe and cable underground. Our dedicated specialists live and work throughout the region and are supported by branches and service centers in Columbus, OH, Cranberry Township, PA, Cleveland, OH, Louisville, KY, Erlanger, KY and Batavia, NY. 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 underground construction professional.

Ditch Witch Mid-States provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin or ancestry.