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Argyle, MN 56713
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Position openings:

Regional Sales Rep - Suretrack Department

Department - **Suretrack**

Employment Type – **Full-Time**

Minimum Experience – **1-3 years in Sales**

Compensation – **Salary base + Commission**

A&S Ag Sales, LLC is located in Northwestern Minnesota. We offer a full line of Grain Storage, Bin Management, Handling Equipment and Steel Frame Buildings. At A&S Ag Sales, we take care of all storage & handling needs. From the point of sale to the actual site construction, A&S Ag Sales handles the entire process from start to finish.

Our goal is to be the best in the business while ensuring customer satisfaction and top-quality products. With honesty, respect and care for our customers' needs, we hope to gain their repeat and referral business.

Job Summary

As an A&S Ag Sales Regional Sales Rep, you will have a lucrative opportunity to challenge your skills, and work with products that make a difference for farmers and commercial clients in your area. New account development, maintaining the existing book of business, and overall territory growth are expected. We are seeking a driven individual who desires to work with top notch products and services as well as a professional team at A&S Ag Sales, a leader in grain bin management technology.

Duties/Responsibilities:

- Focused on achieving sales targets
- Manage and develop the business relationships of existing and new A&S Ag Sales customers
- Professionally interact with customers and/or (sub) dealers via phone, email, text, or in-person as necessary.
- Manage a portfolio of agricultural customers by proactively reviewing account data to help customers maximize their technology investment.
- Become a proficient user of Suretrack Farm platform.
- Work to identify customer wants and needs. Build strong relationships with customers to become a partner in their business success.
- Participation in events, meetings, and trade shows
- Some evening or weekend work as required by customer demands and/or seasonality typical to agriculture
- Ability to travel as required in meeting essential duties and responsibilities

Required Skills/Abilities:

- Excellent communication skills and willingness to establish a working relationship with customers
- Excellent customer service skills.
- Knowledge of computer programs such as Microsoft Outlook, Word, Excel.
- Strong organizational skills.
- Strong problem-solving skills.
- Attention to details and accuracy.
- Excellent time management skills
- Self-Starter-have the ability to work without direct supervision and be self-motivated.
- Valid driver's license
- Willingness to be coached and learn new skills

Education and Experience:

- 1-3 years in sales experience required.
- General agricultural knowledge.

Our Benefits Package Includes:

- Health insurance
- PTO and Holiday Pay
- 401k with Company Match (Time Vested)

EOE Statement: A&S Ag Sales is an Equal Employment Opportunity Employer. FEDERAL LAW OBLIGATES US TO PROVIDE REASONABLE ACCOMMODATION TO THE KNOWN DISABILITIES OF APPLICANTS AND EMPLOYEES, UNLESS TO DO SO WOULD IMPOSE UNDUE HARDSHIP. PLEASE FEEL FREE TO LET US KNOW IF YOU NEED ACCOMMODATION TO COMPLETE THE APPLICATION PROCESS OR TO PERFORM ANY ESSENTIAL ELEMENTS OF THE POSITION SOUGHT. Applications are considered for all positions, and employees are treated during employment, without regard to race, religion, gender, national origin, age, disability, or any other prohibited basis of discrimination, as provided under applicable state and federal law. Notice to Applicants: An illegal drug test and background check are required as a Conditional Offer of Employment.