



# Westerra Equipment™

## Do What You Love. Hands On.

Westerra Equipment is committed to providing consistent, exceptional customer service and premium construction, compaction and excavation equipment products by industry leading brands. We are a committed, knowledgeable group devoted to keeping ahead of industry changes, having our finger on the pulse of the latest equipment and services and serving our customers with unfailing reliability. Join our dedicated team today!

**POSITION: Sales Representative – Vermeer**

**LOCATION: Kamloops**

Westerra Equipment, BC's Preferred Equipment Dealer, is a great place to work with a focus on providing exceptional customer service and operating with excellence within a fast paced team environment. This is an opportunity for a person with excellent problem solving ability, self-motivation, and above average customer service skills to join the team at Westerra Equipment as a Sales Representative, Vermeer.

### Key Responsibilities:

- Provide high levels of friendly, professional and timely service to customers in person and or on the phone
- Support the equipment sales process by generating accurate quotes
- Work with external suppliers including sales, service and parts
- Work closely with internal departments to deliver excellent customer service
- Create customer equipment lists for the purpose of new sales, aftermarket sales and service
- Utilize our customer relationship management system, Sales force, to support the sales process and maintain professional relationships with current and potential customers
- Work proactively to obtain repeat business and grow revenue by seizing opportunities for service and parts business
- Identify all key tendering organizations
- Ensure tendering organizations are included in our enterprise and CRM systems; highlighting key personnel and their responsibilities and products owned by the groups including details to allow for better strategic planning
- Manage the tender process to ensure the tenders are distributed, completed and returned correctly filled out and in a timely manner and maintain lists of all tenders and the results
- Develop and execute a measurable plan to prospect new customers within an assigned territory
- Develop and demonstrate expert product knowledge
- Host presentations and conduct product demonstrations
- Effectively answer customer inquiries, deliver expert knowledge, advice and product solutions
- Meet and exceed sales goals

### Required Knowledge, Skills & Abilities:

- Strong customer service, organizational, planning and team work skills
- High attention to detail, ability to multi-task and work under short deadlines
- Sales mentality
- Builds and maintains relationships with all key stakeholders
- Valid Driver's License

### Experience & Education:

- Post-Secondary education in a related discipline such as BCIT trades graduate or sales program graduate
- 2-3 years' experience in a related role in this industry or a related industry
- Experience in construction, parts or mechanics is an asset

**Who are we?** Ours is a lean team where individual effort makes a difference. You can use your smarts to solve a problem or drive improvements for our customers and our team. For your drive, hard work, and cool head (which you need because things move fast) we offer good pay and benefits, opportunities to grow and a great work experience.

**How to Apply:** Please email your resume and cover letter, with salary expectations, to [careers@westerraequipment.com](mailto:careers@westerraequipment.com) quoting the position title of "**Sales Rep Vermeer**" and your last name in the subject line of the email.

Due to the volume of applicants, please accept our apologies in advance, as only those candidates shortlisted will be contacted. We sincerely appreciate your interest in our company. Thank you for exploring career opportunities with Westerra Equipment.