



DOUGHERTY FORESTRY MFG.

Sales Representative for Skid Steer Attachments:

*DFM is a leading manufacturer of premium attachments for skid steers and compact track loaders
We are seeking skilled sales representatives to continue to grow our market share.*

Required Skills:

- Motivation for Sales,
- Customer Service Skills
- Closing Skills
- Time Management Skills
- Prospecting Skills
- Strong Product Knowledge.

Job Responsibilities/Duties:

- Travel throughout assigned territory to call on regular and prospective customers to solicit orders, or talks with customers on sales floor or by phone.
- Compile lists of prospective customers for use as sales leads, based on information from DFM sources, trade shows, and Internet searches. Maintain information on these customers and activities on DFM lead software.
- Conduct in-field demonstrations on products
- Maintain current product knowledge on features and benefits of all DFM attachments.
- Quote prices and prepare sales invoices for orders.
- Prepare reports of business transactions and keeps expense accounts.
- Enter new customer data and other sales data for current customers into DFM database.
- Foster and maintain relationships with purchasing contacts.
- Resolve customer problems with attachments and clearly communicate issues to warranty department.
- Attend trade shows.
- Study and understand attachment capabilities and applications
- Timely submits reports and forecast as directed by management.
Monitor competitive activity/products

Job Qualifications:

- Minimum 2 years' experience in sales.
- High School Diploma or GED equivalent.
- Ability to use standard computer software applications such as Microsoft Office
- Basic skills in the operation of skid steers

Job Type: Full-time/Commission

Schedule: 8-hour shift Monday –Friday

Pay: \$85,000.00 - \$175,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- Health insurance
- Paid time off
- Sales goal bonuses

Location: 3901 E Hwy 66 El Reno, OK 73036