



Farm Machinery Salesperson

Background

Atkins is one of the largest farm machinery dealerships in Ireland and is proud to represent many leading brands of farm machinery including Fendt, Kubota, McHale, Pottinger, Major, Bredal, Bogballe, Vaderstad and Perfect. Our operations in Cork are co-ordinated from our main location on the Carrigrohane Road which is supported by local outlets in Bandon and Fermoy. Our Farm Machinery retail sales area is subdivided into sub territories, each of which is managed by a different salesperson. Arising from a retirement and internal realignment of staff we are seeking to recruit a salesperson to cover the North and East Cork area.

Job Purpose

The sale of the company's portfolio of agricultural machinery to potential and existing customers in a designated area.

Key Responsibilities

- Progress sales leads from initial enquiry through to closure.
- Value trade-ins, initially in conjunction with the sales manager / managing director.
- Ensure any after sales issues raised by a customer are attended to.
- Manage the territory, cultivating the customer base and always looking for opportunities.
- Attendance at machinery shows, including stand assembly, as required.
- Install machinery with customers where appropriate.
- Pass sales enquiries from customers outside the territory to the relevant colleague.
- Liaise as required with suppliers regarding specification, price, aftersales issues, etc.
- Adhere to company sales procedures and policies – deal sheets, contract documentation, credit policy, etc.
- Maintain a sales diary and enquiry log.

Key Performance Measures

- Turnover
- Gross Profit & Margin
- Profit/(loss) on used machinery
- Stock value of trade-ins

Personal Characteristics

- A proactive, confident and ambitious nature;
- Professionalism when engaging with customers, suppliers and colleagues;
- Business minded to satisfactorily determine the value of used machinery;
- Self-motivation and an ability to independently structure a productive schedule;
- Negotiation skills.

Experience & Qualifications

- A minimum of 5 years relevant experience, preferably including a sales role;
- The role includes setting up displays/shows, and possibly conducting demonstrations, so familiarity with driving a tractor and using machinery is a prerequisite;
- An ability to create relationships for the long term needs to be evident in the candidate's previous work experiences;
- A certain level of financial awareness is expected so as to be able to calculate costs and margins.
- An ability to document deals, maintain customer records and use IT tools is required. As such, being at ease with technology and business software is expected

**Job Dimensions****Remuneration**

- i) Basic Salary of €30,000 - €35,000 p.a., depending on experience.
- ii) Commission, calculated as a percentage of the profit made on deals. €10,000 p.a. is realistic once the customer relationships are formed.
- iii) Pension contributions matching employee contributions 2:1 (6 months after starting).
- iv) Company vehicle.

Overtime

Saturday morning on rotation (c. once a month), paid at time and a half.

Department

Sales Manager + 3 field sales colleagues + Yard coordinator + 2 truck drivers + 4 sales department mechanics + 1 office based sales administrator.

Work Environment

Primarily field-based, shared offices in Cork / Fermoy.

Equipment and Tools

Company vehicle, laptop, mobile phone.

Applications

CV's and cover letters by email to mark.wolfe@atkins.ie by 30/11/2022 with a view to a start date of 03/01/2023.