



## **Sales Representative**

Vermeer Texas – Louisiana is the authorized distributor for Vermeer equipment in Texas and South Louisiana with twelve branch locations, a corporate office and rebuild facility across the region. A 100% employee-owned company, we provide dedicated sales, rentals, parts and service support for customers in the tree care, landscaping, wood waste, organic recycling, underground construction and mining industries. For more information about Vermeer Texas – Louisiana log on to [www.vermeertexas.com](http://www.vermeertexas.com).

This particular Sales Representative, based out of the Round Rock, Texas Branch will be responsible for selling the full line of new and used Vermeer equipment to specialized markets - rental, plumbing, electrical, concrete, irrigation/landscape and government agencies. This position may also sell and support other complimentary equipment lines within the specified territory.

Focus will also be on renting the full line of equipment in counties assigned, while generating and following-up on company sales leads. Using people and negotiation skills to close sales, managing time effectively in order to cover assigned territory, "Tow and show" required as daily management of the territory, and pulling a trailer with equipment is required. Expectation of demos with good utilization of demo equipment will be required as part of the routine, 3 out of 5 days each week, while calling on customers. There will be daily use of the CRM management tool and the successful incumbent will have sales experience in the heavy equipment construction industry or rental industry, and will perform all other duties as assigned by management in a professional and efficient manner.

Additional duties and responsibilities required will be shared during the formal interview process.