



Austin • Corpus Christi • San Antonio  
Rio Grande Valley • Ranchers ATV

## **Sales Representative / Corpus Christi**

We are the authorized distributor for Bobcat equipment in south Texas, with full-service locations in Austin, Corpus Christi, San Antonio, the Rio Grande Valley and Kerrville. A 100% employee-owned company, we provide dedicated sales, rentals, parts and service support for customers in the construction, rental, landscaping, agriculture and utility installation industries. For more information, log on to [www.bobcatcc.com](http://www.bobcatcc.com).

The Bobcat Sales Representative is responsible for selling and supporting the full-line of Bobcat products and services in the Corpus Christi region of South Texas.

### **Duties and responsibilities include but are not limited to:**

- Calling on customers in assigned territory, selling new and used Bobcat equipment, rentals, and parts and service solutions
- Identifying and cultivating new sales opportunities
- Following up and maintaining existing customer relationships
- Developing and maintaining strong knowledge of Bobcat equipment line-up in addition to competitive products
- Conducting demonstrations of equipment in the field and/or operating machinery at customer jobsite
- Coordinating delivery and pickup of equipment from customers
- Processing all quotes, sales, rentals and lease-purchase agreements. Supporting customer and company needs during financing and/or credit application process
- Assisting with account receivables collections
- Effectively understanding and using all manufacturer's programs and resources to generate new business
- Represents Bobcat at factory, industry and company events, including meetings and training
- Follows all safety rules and regulations while performing work assignments and adheres to all policies and procedures as specified in company manuals and as directed in the employee handbook
- Performs all other duties as assigned by management in a professional and efficient manner

### **Desired Skills and Experience:**

- High school diploma, GED or vocational training/certification
- Minimum of 2-4 years' experience in a construction sales related field
- Exceptional written and verbal communication skills
- Strong organizational skills and ability to juggle multiple tasks and projects simultaneously
- Computer skills required including all Microsoft Office applications
- Ability to work in a fast paced environment with a can-do attitude required
- Personal appearance must be neat and clean
- Equipment knowledge or previous industry experience a plus
- Valid driver's license and ability to meet requirements of company driver policy
- Able to bend, squat, or climb on equipment frequently, lift at least 50lbs, stand or walk for extended periods on slippery or uneven jobsites, and may occasionally work in extremely hot or extremely cold weather conditions
- Background check and pre-employment drug testing required
- This position requires a valid driver's license and ability to meet requirements of the Company Driver Policy; Bobcat will review motor vehicle records annually for all employees for whom driving a motor vehicle is an essential job function or when employees must obtain and drive rental vehicles during the course of conducting company business