



**EMPLOYEE-OWNED  
COMPANIES, INC.**

## **Used Equipment Manager**

Employee-Owned Companies, Inc. owns and operates Vermeer Texas-Louisiana and Compact Construction Equipment, Inc. and is 100% employee-owned.

As an authorized dealer for Vermeer and Bobcat equipment, we have 15 locations across Texas and South Louisiana. We offer dedicated sales, parts and service support for customers working in construction, tree care, landscaping, wood waste, organic recycling and utility installation.

To learn more about Vermeer Texas-Louisiana visit [www.vermeertexas.com](http://www.vermeertexas.com)

To learn more about Compact Construction Equipment, Inc. visit [www.bobcatcce.com](http://www.bobcatcce.com)

The Used Equipment Manager is responsible for activities surrounding the purchasing and appraising of used heavy construction equipment. There are no territory restrictions on used equipment and this position will work from an existing Vermeer or Bobcat branch location.

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

- Researching internet pricing for used equipment.
- Facilitating used equipment sales outside Texas and South Louisiana.
- Inspecting and purchasing used equipment from customers and/or auctions throughout the US.
- Managing online used equipment listings through company websites and 3<sup>rd</sup> party sites. Adding and removing sold pieces of equipment on a daily basis, and updating hours and pricing as needed.
- Creating and documenting trade-in appraisals on all used machines and working with branches to obtain listing information and photos on trade-ins and auction purchases.
- Finding new marketing opportunities and outlets for all used equipment, working with advertising vendors to update listings for publication in print ads, and maintaining a library archive of used listing photography.
- Finding and working with brokers within each sales region to sell aging used equipment from our fleet.
- Keeping all sale and rental ads current online and in magazines.
- Creating a database for monthly auction sales on Bobcat and Vermeer equipment to identify seasonality and more definitive trade values.
- Marking used equipment within business system with website status.
- Communicating trade values to the sales teams as prices increase or decrease on certain models of equipment.
- Communicating to Vermeer and Bobcat sales teams when demand increases for specific used machines, to leverage trade in opportunities.
- Updating managers and executive team on the manager's conference call with changes that are occurring within the used equipment market place and sales for used equipment monthly.
- Working with the rebuild shop in Marion to identify and buy machines that can be remanufactured or parted out.
- Representing Vermeer Texas-Louisiana at factory, industry and company events, including meetings and training.



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- Following all safety rules and regulations while performing work assignments and adhering to all policies and procedures as specified in company manuals and as directed in the employee handbook.
- Performing all other duties as assigned by management in a professional and efficient manner.
- In the business environment there is much confidential information that you may overhear or see in the course of the day. Confidentiality must be maintained and any breach of this confidence will be grounds for termination.

**Desired Skills and Experience:**

- High School diploma or GED
- 5-7 years' experience in sales or purchasing used construction equipment
- Construction equipment and machine appraisal experience
- Auction purchasing experience
- Computer skills required including Microsoft Office applications (Word, Excel, and PowerPoint.)
- Certain positions require a valid driver's license and ability to meet requirements of the Company Driver Policy; EOC, Inc. 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