

Podolinsky Equipment Ltd. has been a proud supporter of the agricultural community for almost 60 years. As your local John Deere dealer, we work hard to create and maintain an environment of exceptional customer experience. Our addition of Arctic Cat, Polaris and JCB has now made us a one-stop shop for work and play.

We are seeking an individual to join our growing Sales Team as a Powers Sports and Turf sales **Representative**. Core job responsibilities will be the sale of all new or used Polaris and Arctic Cat power-sports products, John Deere lawn & garden, compact utility tractors, gators, and Commercial turf products. Successful candidates are to provide superior customer service, while actively promoting a positive image for the dealership. This is a full-time position, with some Saturdays on a rotating schedule.

Location: Petrolia, ON

Position Type: Full-Time Permanent

Working for Podolinsky Equipment Ltd, you can count on:

- Competitive pay
- Health and dental Benefits
- Group RSP benefits
- Career advancement opportunities
- Advanced training
- Employee discounts

Responsibilities:

- Represents the company for the sale of all equipment for walk-in, incoming phone call or online customer inquiries.
- Maintains current product knowledge on features and benefits of all recreational, lawn & garden, and turf equipment above, enabling you to represent the company as a knowledgeable sales representative of this equipment.
- Understands and follows the defined sales process as set by the sales manager, including quoting, invoicing, finance contracts, deal washout summaries, coordinating delivery, and post-sale customer follow ups.
- Stays up to date with current power-sports and turf programs including all sales, finance, marketing bulletins.
- Has a retail-selling emphasis with customers to always; ask questions, discover customer needs, provides solutions to fit their needs and product demos.
- Ability to attend corporate training or new product launch events.
- Maintains current product and pricing in show room and online platforms.
- Assists with coordinating, setup and execution of in-store open houses, as well as various other local trade shows and events
- Maintains an effective Recreation product and Turf product display, both in the showroom as well as the front display area and equipment demo zone out front of the building

- Maintains current knowledge of financing and extended warranty programs to assist customers with securing the purchase of new and used goods.
- Maintains knowledge and awareness of used equipment markets. Evaluate trade-ins in conjunction with the sales manager.
- Monitors competitive activity or products and communicates any market opportunities or risks to sales manager in a timely manner.
- Proactively pursues target unit sales goals, as set out by the sales manager.
- Enhances the after sale relationship between the dealership and customers. Including: after sale follow up calls with customers to ensure they are satisfied with their purchase, calling past or new customers for potential upgrades and any other trade opportunities.
- Must be able to complete credit applications and assists if necessary fellow salespeople to ensure finance and lease contract documentation is accurate and complete.
- Abides by all company policies, including Health & Safety, and confidentiality of customer and proprietary information. Works in a way to promote safety of yourself and co-workers. Complies with all legal requirements.
- Maintain a customer traffic log or any future CRM tools
- Follow up or respond to any online lead inquiries as assigned by sales manager
- Work with parts and service department to resolve customer issues related to new or used purchases
- Follow up with the service department on new units are scheduled for PDI and delivery
- Follow up with parts department on any accessories on new units

Qualifications:

- 2+ years of prior sales experience preferred
- Ability to work flexible hours, including some Saturdays
- Organized and self-motivated
- Excellent computer skills
- Excellent communication skills
- Excellent customer relationship skills

Please apply in confidence to:

Email: tammyl@podolinsky.com
Human Resource Coordinator
Podolinsky Equipment Ltd.