
Fulline Farm and Garden Equipment Ltd./Fulline JCB has been a proud supporter of the Agricultural, Construction, Consumer and Powersports community for over 36 years. As a JCB and John Deere dealer we work hard to create and maintain an environment of exceptional customer experience. In addition, we offer Polaris, Arctic Cat and Stihl products that makes us a one-stop shop for work and play.

We are seeking an individual to join our Team as a **Construction Sales Representative**. The ideal candidate is motivated, reliable and will take pride in working with a team that is dedicated to developing customer relationships that will last for years to come.

This is a mobile/in house combination sales position. The primary focus is to generate sales of high tech new and used JCB construction and Commercial equipment. Successful candidates are expected to provide superior customer service, while actively promoting a positive image for the dealership. They will also enjoy the challenge of being an up-to-date equipment consultant who can confidently provide solutions based on individual client equipment requirements. This is a full-time position, with some in-house office days and occasional scheduled Saturdays.

Working for Fulline Farm and Garden Equipment Ltd., you can count on:

- Base salary + Motivating Commission Structure
- Company vehicle
- Health and Dental Benefits
- Group RSP benefits.
- Career advancement opportunities
- Advanced training
- Employee Discounts

Location: Glencoe, ON

Position Type: Full-Time Permanent

Responsibilities:

- Manage a defined sales territory (Elgin & Middlesex Counties) including a list of individual customer accounts.
- Field incoming sales inquiries during scheduled office days
- Keep up to date JCB equipment and product offerings.
- Maintain current knowledge on all other equipment offered by the dealership.
- Develop a keen awareness of the competition and competitive products, as well as business industry trends.
- Evaluate the condition and value of used equipment that is being traded in
- Post online equipment listings to our website when required.
- Promote any other goods, or services, that the Company has to offer. Be informed of company promotions, or special events in all departments.
- Assist with the preparation and execution of trade shows and other customer events.
- Attend applicable sales training events/seminars.
- Conduct new equipment field demonstrations, either on-site or at the customer's location



Qualifications:

- 2+ years of experience in a related field
- A competitive, self-starter, who is disciplined, and goal orientated.
- Ability to work flexible hours.
- Knowledge of construction and agricultural equipment and industry trends
- Excellent computer skills
- Excellent communication and customer service skills
- Valid Driver's license required.

Please submit resumes to:
Human Resource Coordinator
Email: tammyl@podolinsky.com