

Sales Technician

Background:

North Valley Precision Planting Ltd. (NVP2), located in Carman, MB is a founding Premier Precision Planting dealership in Manitoba. NVP2 is bringing the latest in agronomic planting technology to improve our farmer customers' returns year after year. As the only Premier Precision Planting Dealership 100% focused on planting and seeding technology, we differentiate ourselves through superior product knowledge and customer support. We work closely with our customers to understand their specific challenges and then create solutions to meet them head on through the wide range of products from our various vendors.

Position Summary:

NVP2 is looking for an ambitious, hard-working individual that has experience in agronomy, sales and planting technology looking to be an integral part of a fast-growing ag technology dealership. With a thorough understanding of how each product improves a farming operation (both agronomically and economically), a successful Sales Technician will work with our customers and vendors to develop solutions unique to each customer. Once the solution is developed, they will order, help install, train the operator, and troubleshoot issues in season. Beyond the equipment work, the Sales Technician will ensure the business management programs (CRM, invoicing, inventory, etc.) are kept current. Working with management and leadership, the Sales Technician will be able to influence and develop creative methods to expand the customer base and drive the NVP2 brand.

Success Profile:

- High-energy and motivated to achieve and succeed.
- Ability to work independently and maintain high attention to detail in a fast paced work environment.
- Have a mechanical aptitude to be able to order, install and troubleshoot equipment.
- Good communications skills, both written and verbal.
- Ability to use MS Outlook, vendor portals and other MS tools (Excel, Word, PowerPoint, etc.). Experience with CRM systems an asset.
- Ability to travel within the province, some travel outside the province and to the USA.
- Hold and maintain a valid Class 5 driver's licence and clean driver's abstract.
- Farm background and planter experience is considered an asset.

Responsibilities:

Sales

- Enter all customer interactions into the company CRM.
- Continuously work toward expanding the customer base with new prospects through cold calls, referrals, attending tradeshow, hosting customer meetings.
- Establish and maintain a network of industry professionals.
- Develop and refine a method of dialog to discover and understand the needs of our customers.
- Develop solutions from the products we offer to meet the needs of customers.
- Build quotes and create estimates within our accounting software to present to customers.
- Ability to communicate product knowledge to customers.
- Ability to develop and present materials to small groups of customers.

Technical Support

- Install, maintain, and troubleshoot equipment.
- Keep current with technical knowledge for the list of products we offer.
- Develop an understanding of agronomy as it relates to the products we offer.
- Ability to handle seasonal workload and fluctuating hours to meet our customers' needs by supporting our customers in person and over the phone.
- Order equipment for specific orders and to replenish inventory levels.
- Receive and sort orders as they arrive maintaining good inventory management.
- Maintaining a clean and organized workspace in the warehouse and in the office.

Benefits:

At NVP2, we offer a fast paced, growth-oriented work environment. We provide enriching and satisfying careers for our employees, work hard, and have fun in the process. We offer a competitive compensation package, inclusive of a base salary, performance bonus, company vehicle, and insurance benefits. We also invest in our team members with the opportunity to take part in professional development.

We thank all applicants for their interest, however, only those under consideration will be contacted for an interview.

Please email your resume to carl.havixbeck@nvp2.ca.