

## **Van Wall Equipment- Golf and Turf Territory Manager**

**Location:** Omaha

**Closing Date:** Sunday, December 3<sup>rd</sup>, 2019

### **Job Summary**

Responsible for selling new and used golf and turf equipment. Focuses on external customers as well as phone calls and email inquiries.

### **Essential Duties and Responsibilities**

- Represents the company for golf and turf equipment sales in assigned territory within Nebraska
- Maintains current product knowledge on features and benefits of all equipment potentially sellable by the dealership
- Monitors competitive activity/products and communicates feedback to management
- Maintains all customer information for sales management
- Knows and follows a defined sales process
- Assists with the preparation and execution of customer events
- Conducts new equipment demonstrations
- Maintains current knowledge of financing options and sales promotions to assist customers with securing the purchase of new and used goods
- Attends applicable sales training events/seminars
- Ability to use the quoting tools provided in Pathways to submit information to the appropriate manager for appraisal

### **Position Qualifications**

- 1+ years of sales experience preferred within the equipment industry
- Strong knowledge of golf and turf equipment or operational practices required
- Ability to use standard desktop applications such as Microsoft Office and Google Drive
- Ability to work flexible hours
- Excellent customer relationship skills
- Ability to analyze and interpret basic sales reports
- Willingness for overnight travel within Nebraska required
- High School Diploma or equivalent work experience

***Please send resumes to: [scott.waggoner@vanwall.com](mailto:scott.waggoner@vanwall.com)***