

Outside Sales representative in the Wisconsin area

McDonald Equipment Company

Home office – Willoughby, OH

Branch – Portland MI

We are a Distributor for off highway Industrial Engines.

We have expanded our distributorship in the Wisconsin area for Yanmar Industrial Engines.

We are looking for a sales representative to capture the OEM business for the entire state of Wisconsin. Currently, it is a remote position because we do not have a physical presence in Wisconsin. As the territory expands, we will add a facility that will house additional sales representatives and service Technicians.

**The role we are looking for:**

You will be responsible for building territory and growing earnings by developing relationships with existing and new customers. Use your selling approach when calling on engineers, purchasing, and others to learn about your customer applications and analyze their needs.

Conduct sales activities, develop strong customer relationships, identify product applications, and introduce new products and services.

Work with our sales, parts and service teams in our Ohio and Michigan location, also our manufacturers personnel to help spec in products/systems that will enhance the customers performance.

Prepare quotes and proposals, follow up and negotiate terms to close the job at hand.

Develop customer relationships, pursue new sales opportunities with existing and new customers.

**What we are looking for in the sales representative:**

Highly proficient in Planning and organizational skills – this is a must to be a remote worker currently.

Willing to follow instructions, take notes and ask relevant questions to better understand the job that needs to be done.

Self-starter, self-motivated.

Relationship-building skills with customers and prospect organizations

Effective listening, negotiating, communication skills (verbal and written) This is very important.

Proficient in using word and excel.

Needing to be able to travel throughout the state of Wisconsin to visit customers, able to travel for training to our manufacturer in Georgia or to our home office in Ohio or our branch in Michigan.

We are looking for the right candidate that wants to grow and expand this territory and future territories that may come about.

Training is provided, either online, in our Ohio or Michigan facility and at the Yanmar facility in Georgia.

McDonald Equipment has been in business for over 55 years, we are a distributor in the states of Ohio, Michigan, Wisconsin, and parts of Indiana and Kentucky. We have an excellent staff of sales, parts and service in our Ohio and Michigan facilities.

The job is Full Time

Pay: Starting at approximately \$50-60,00.00 per year

Supplement pay: Commission pay

Benefits:

401K

Health, dental and vision insurance offered

\$10,000.00 life insurance policy- company paid

Long Term disability insurance – company paid

Paid Time off

Holiday pay for all major holidays

Mileage allowance (no company car provided)

Monthly auto allowance

A background check will be done before hire

If you are interested in submitting your resume, please sent it to [Tweisbarth@mcdonaldequipment.com](mailto:Tweisbarth@mcdonaldequipment.com)

Thank you,

Tami Weisbarth,

Accounting Manager.