

**Position: Ag Territory Sales Representative**  
**Territory: Western Minnesota and Northwest Iowa**  
**Classification: Full Time**  
**Competitive Base Pay + Commissions**

### Summary

The Territory Sales Representative is responsible for selling Davis Equipment's complete line of fertilizer equipment, parts and accessories in Western Minnesota and Northwest Iowa.

### Essential Functions

- Travel established sales territory to call on ag retailers to sell fertilizer equipment product lines
- Encourage sales of additional parts and accessories
- Build relationships and rapport with current and potential customers to encourage future sales
- Demonstrate equipment performance
- Provide timely equipment price quotes
- Maintain customer records, sales projections and perform all administrative reporting
- Continually strive to acquire product knowledge, monitor industry and market trends including competitor product offerings and pricing
- Work closely with the Ag Division President to establish achievable territory sales plan, sales targets for equipment volume and profitability.
- Participate in all company trade shows and sales department meetings

### Qualifications

- Strong agricultural background, preferably in ag retail, fertilizer or agronomy
- Practical working knowledge of fertilizer and ag industry
- Excellent interpersonal skills are required, in addition to the ability to communicate and negotiate with people at all levels
- Able to work independently and balance multiple priorities and demands simultaneously
- Strong computer skills including the ability to use Microsoft Office software, mobile phone applications and operate industry-specific software

### Special Considerations

- This is a fully remote position; however, since work is often performed at the customer's place of business, Davis Equipment requires the Territory Sales Representative to reside within a reasonable radius of the allotted territory.
- In general, work occurs during regular business hours, Monday - Friday; however work outside normal hours, including occasional evening or weekend hours may be required during peak seasons to meet deadlines.
- Day travel to job sites in/around sales territory is required daily; overnight travel may be required on occasion.
- The demand of this position often requires a medium level of physical endurance. Work requires a minimum exertion of 25 - 50 lbs. of force occasionally and 10 lbs. of force frequently to lift and move objects.
- While performing the requirements of this job, employee is required to walk and stand for extended periods of time.
- Reaching, bending, stooping, kneeling, crouching are required occasionally.

### Pay and Benefits

- Competitive base pay plus commissions
- Medical, Dental, Vision, FSA, Life, Short-Term Disability, Accident, 401(k) with Employer Match, Paid Time Off and Paid Parental Leave