



POSITION DESCRIPTION

Updated: 12/10/2020

Job Title: Agricultural Machinery & Construction Salesperson

Location: 70 Oxley Highway, GUNNEDAH NSW 2380

Reports to: Group Sales Manager

Remuneration: Retainer plus sales commission
Company vehicle & mobile phone

Hours: Permanent, full-time

Position Purpose: Reliable and committed Salespersons to sell agricultural machinery & construction equipment to meet the farming needs of our customers in the Gunnedah area.

Main tasks:

- Understand and demonstrate the features, capabilities, and characteristics of a variety of agricultural equipment & equipment to sell to our customers to meet their needs
- Continually build a book of customers and keep in touch with them regularly
- Prepare quotations and negotiate sales price, including trade-in on used vehicles
- Prepare sales order and contract of sale
- Discuss terms and conditions of sale with customer including warranty terms
- Determine finance arrangements with customer
- Advise customers of estimated delivery schedule, provide service contracts, warranty documentation, or other information pertaining to purchased products
- Discuss and recommend installation set-up and/or layout of
- Ensure machinery are functioning properly prior to delivery
- Demonstrate how to use equipment
- Keep vehicles on the lot clean and presentable
- Keep abreast of market trends
- Attend training/conferences to discover new products or machines, as required

Required:

- An understanding of large farm machinery, or a willingness to learn
- Excellent communication and presentation
- Confident and forward thinking
- Tenacity and resilience
- Drivers licence, essential

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- Desirable:**
- Business and brand awareness – know our brand and what we do
 - Forklift licence, an advantage

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- Personal Skills & Competencies:**
- **Customer service focused:** committed to providing exceptional customer service across all communication channels – written, phone and face to face.
 - **Communication:** the ability to communicate clearly and concisely.
 - **Attention to detail:** excellent attention to detail.
 - **Commerciality:** ability to apply knowledge in a practical, commercial manner.
 - **Teamwork:** willingness to assist and support others as required and get on with team members.
 - **Time management & organisation skills:** accomplish objectives effectively within reasonable timeframes and carry out duties in an efficient and timely manner.

Contact: Apply via the website www.kenwayandclark.com.au/careers
For more information, contact:
Naomi Burger
HR Manager
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02 6750 8300

About Kenway & Clark

Kenway & Clark are a family founded dealership, leaders in the sale, parts and service support of agricultural machinery and trucks. We are a Case IH dealership, with branches in Moree, Goondiwindi, Wee Waa, Inverell, Gunnedah and Tamworth (opening 2021). Our difference is in our strong focus to aftersales care, which is what makes us the market leaders in Northern NSW and Southern QLD.

We pride ourselves on providing exceptional service to our valued clients, which we do with quality staff. We are looking for employees who will fit into our Kenway & Clark culture, are hardworking and passionate about the future of our dealership and want to grow their career surrounded and supported by their team.