



WAGNER EQUIPMENT CO. Job Description

JOB TITLE: On Highway Sales Rep
DEPARTMENT: Power Systems Truck Engine
REPORTS TO: Truck Engine Business Manager

Job Code: 303

Full Time Supervisory Exempt
Part Time Non-Supervisory Non-exempt

POSITION SUMMARY

Responsible for truck and trailer sales for selcted market areas in Wagner territory.

Direct Reports: None

ESSENTIAL FUNCTIONS AND BASIC DUTIES

Administrative:

- Utilizes Sales Link to track customer contact and activities
- Develops relationships with customers in territory to promote truck and trailer sales
- Executes rental, lease, and sales contracts working with finance group
- Develops specific truck and trailer specs to meet individual customer needs for on highway products marketed by Wagner

Organizational:

- Cooperates with service departments in preparation of new equipement for delivery
- Works with Market Development to promote truck and trailer products.

Interpersonal:

- Proactivley seeks out potential truck and trailer customers
- Participates in local associations related to the Vocational Truck business
- Develops and maintains good working relationships with service department personnel

Sales:

- Develops sales presentations for customers and associations
- Responds to inquiries by customers for information on equipment in a timely manner

Technical:

- Drives trucks with trailers attached in order to bring them to customers for evaluation and delivery
- Applies technical knowledge of on highway trucks In communicating with customers, and ensures knowledge is current

Supervisory: NA

ESSENTIAL JOB REQUIREMENTS

Minimum Education Required: High School Diploma or GED

Minimum Experience Required: Three plus years direct sales experience, preferably in the heavy equipment or truck industry

Experience Defined: Basic (1-3 yrs) Intermediate (3 – 5 yrs) Advanced (5+ yrs)

Administrative / Clerical Experience - Basic
Customer Service Experience - Basic
Sales Experience - Basic
Technical or Mechanical - Basic
(Machine Service/Maint)

Certificates, Licenses and Registrations Required: Commercial Drivers License

Required Skills and Competencies

Data Entry	Organizational Skills
Telephone Skills	Communication Skills
Safety Knowledge	Math Skills
Reading / Writing Skills	Product Knowledge
Reasoning Skills	

Preferred Skills and Competencies

Experience with truck specing
Finance knowledge
Knowledge of local industries and their operation, such as aggregate hauling, concrete, paving and refuse, is beneficial.

Computer Skills

Microsoft Word - Basic
Microsoft Excel - Basic
Microsoft PowerPoint - Basic
Microsoft Access - Basic
DBS - Basic
CRM - Basic
(Customer Relationship Mgmt)
ET / SIS /
SIS Web / STW - Basic

ADDITIONAL INFORMATION

Working Conditions

Noise	Quiet <input checked="" type="checkbox"/>	Moderate <input checked="" type="checkbox"/>	Loud <input type="checkbox"/>
Environment	Indoors <input checked="" type="checkbox"/>	Outdoors <input checked="" type="checkbox"/>	Both <input type="checkbox"/>

Physical Requirements (Checked requirements indicate more than 1/3 of the time spent on the job)

Standing	<input checked="" type="checkbox"/>	Sitting	<input checked="" type="checkbox"/>	
Walking	<input checked="" type="checkbox"/>	Use of Hands	<input checked="" type="checkbox"/>	
Talking	<input checked="" type="checkbox"/>	Hearing	<input checked="" type="checkbox"/>	
Weight / Lifting	None <input type="checkbox"/>	1-25 lbs <input type="checkbox"/>	26-50 lbs <input checked="" type="checkbox"/>	More than 50 lbs <input type="checkbox"/>

Job Specific Task ID: 8

Travel Requirements:

None 1-25% 25-50% 50-75% 75-100%

Limitations and Disclaimer

This job description is intended to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position. Wagner Equipment Co. will reasonably accommodate individuals with disabilities.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently.