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Newport, VT 05855
(802) 334-7779**



**1890 US Highway 8
Monico, WI 54501
(952) 888-7372**



Equipment Sales and Demonstration Representative

Track inc is seeking an **Equipment Sales and Demonstration Representative** to support the transport of our demo equipment gaining exposure resulting in increased overall sales.

Job Description & Specific Requirements/Qualifications:

- Support outside and inside sales of all Track inc equipment new and used from trade shows, demos, cold calls, attending customer meetings and customer support.
- Support the transport of demo equipment while supporting with product demos.
- Willingness for regular territory travel for client visits or equipment demos.
- Willingness to travel by plane, train and automobile for product training within and outside of North America.
- Ability to work both independently and collaboratively with all Track inc departments.
- Support Track inc service department with the transport of customer service equipment.
- Poses strong negotiation skills.
- Poses strong in person, phone, email and chat communication skills.
- Visibility requires maintaining a professional appearance and providing a positive company image to the public.
- Poses great organizational skills with strong attention to detail.
- Ability to prioritize tasks and work quickly and efficiently.
- Poses strong multitasking skills and the ability to work well under pressure.
- Support with unwavering dedication to premier customer service and support.
- Must have the ability to establish and maintain effective customer relationships.
- Generate sales quotes in our SAP system (Quickbooks/Excel/Word) with accurate pricing and materials. Training available for the right candidate.
- Prepare and submit Bid and RFP packages as needed.
- Research and locate non-stock products/options to fulfill customer needs as needed.
- Assist in the development of future Track inc equipment options.
- Articulate speaker in formal or casual situations.
- Goal orientated with self-motivation to meet and exceed set goals.
- Ability to be a self-starter and work from a remote location without direct supervision.
- Technical aptitude to learn Track inc equipment operation and specifications.
- Ability to pass random drug testing.
- Poses a valid driver's license and maintain reliable personal transportation.
- Poses and maintain a valid Class A (no restriction) CDL with the ability to comfortably and confidently operate a manual 18 speed combination truck and trailer.
- Has knowledge or willingness to learn E-Log system operation while transporting.
- Assist with the setup and cleanup for company events as needed.
- Support the Service Team with the preparation (pre- and post-delivery) of new and used vehicles as well as Parts Team as needed.
- No restrictions on travel to Canada as needed for equipment transport, demos or parts deliveries.

- Ability to lift and carry up to 50 pounds.
- Willing and able to support/work after regular business hours and weekend hours as needed.

Track inc Compensation and Benefits Package:

- Retirement 401(K): Track inc provides a matching contribution to your 401(k) plan.
- Company Match Formula: 100% match on the first 3% of your salary that you contribute; 50% match on the next 1%; and 25% match on the remaining 2%. This structure allows for a maximum company match of 4% when you contribute 6% of your salary.
- Paid Time Off: 6 paid holidays plus 2 floating holidays (8 paid holidays) effective immediately upon hire, 5 paid sick days (after the probationary period), and 10 vacation days (after the first year of employment). You will earn 1.54 hours of vacation each payday that can be used starting after your 60 days probationary period.
- Medical Insurance: Paid for by Track inc for you as our employee, additional family members could be added for a fee.
- Group accident insurance and group disability insurance is paid for by Track inc for you as our employee.
- Dental and eye insurance can be purchased by the employee.
- Further education support program at Track inc.
- Bonuses given at Track inc owners discretion should we have above breakeven, profitable sales years.