

Territory Manager

Salford Farm Machinery was founded in 1978 by Jake Rozendaal, then a recent immigrant from Holland who had a degree in agriculture, with experience on his father's farm and training as a mechanic and a welder. He seemed to be able to listen and quickly understand what farmers were trying to accomplish in the field. He would then design and create the machinery needed to accomplish the task.

Today, even though Salford is still based in the same location, the company has expanded from its humble roots. Salford has become a global company that markets machinery worldwide. In order to support their expanding distribution network of nearly 300 North American Salford dealers, and keep up with growing demand for their product, Salford has invested in a manufacturing facility in Osceola, Iowa; and multiple parts distribution centers in Canada, the United States and Russia.

We currently are recruiting for a Territory Manager for Southern Alberta, Southwest Saskatchewan and North Montana. The Salford Group Inc. Head Office is located in Ontario. The Territory Manager will report to the Director of Sales and Marketing.

Territory Manager Job Duties

- Manage established territory for sales and promotion of product line with dealers and growers.
- Call on existing and/or prospective accounts to capture real-time opportunities.
- Generate new accounts by cold calling, referrals and networking and effectively negotiate to close sales.
- Work proactively with high-profile existing and prospective customers to identify and pursue sales and profit growth opportunities. Manage relationships with key influencers.
- Participate in and/or lead events such as farm shows, equipment demonstrations, workshops and dealer events.
- Provide support and service to dealers.
- Provide feedback to senior leaders and peers on barriers to success.

Job Requirements

- Minimum of 5-10 years of successful (Ag Equipment Manufacturer) sales experience calling on dealer network and relevant contact base.
- Relevant degree or diploma an asset.
- Experience in operating, setting and adjustment of farm equipment.
- Knowledge of retail financing processes and programs.
- Ability to travel territory 75% of the time.
- Effective listening skills and ability to read a situation
- Mastery of customer service and relationship building.

- Effective oral and written communication to enhance a professional image.
- Self-driven to succeed and surpass targets with a high work ethic.
- Excellent organizational, time management skills with an ability to prioritize.
- Effective computer skills in Microsoft suite, Outlook, Internet and other internal systems.

IF YOU ARE INTERESTED IN APPLYING FOR THIS POSITION - PLEASE EMAIL HR AT: jobs@salfordmachine.com Please reference job title in email subject line.

Accommodations may be requested in advance of the interview process. We appreciate your interest in our company and opening. Selected candidates only will be contacted. No phone calls please.