



EQUIPMENT & REPAIR SERVICE

W H E N Y O U N E E D I T N O W .

Heavy Equipment Area Sales Representative

Here at Sargent's Equipment & Repair Service, we strive to do nothing but the best, it's what we do! As we grow, we want a Heavy Equipment Area Sales Representative to join our team. This position is responsible for selling and renting new and used heavy construction equipment. This is a salary-based position and is perfect for the self-motivated outside sales professional. Position will cover Illinois Territory. We offer competitive pay along with benefits and much more. If you're looking to join a team environment and show your skills, then this is the home for you. Below you will see the Benefits we offer along with Responsibility and Requirements we are looking for.

Overview:

Sargent's Equipment & Repair Service always provides the highest level of service expertise. Our factory trained technicians are exceptionally skilled and knowledgeable. Specializing in the scrap, recycling and demolition industries, we work with customers within the Midwest Region across the nation.

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Opportunities for advancement
- 9 Paid Holidays
- Weekly Pay
- Vacation
- Year End Bonus (based on Performance)
- Paid Training

North Branch:

Office: 847-844-4131

Fax: 847-844-4132

155 Industrial Drive

Gilberts, IL 60136

www.SargentsEquipment.com

South Branch:

Office: 708-758-2062

Fax: 708-758-2676

281 E. Sauk Trail

South Chicago Heights, IL 60411



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Responsibilities:

- Sell and rent new and used heavy construction equipment and attachments
- Bring in service repair jobs
- Make daily cold calls to existing and targeted customers daily
- Achieve maximum sales (new / used) and profitability in assigned territory by working with both existing customers and targeting new accounts.
- Focus on providing viable equipment solutions to our Heavy Construction customer base.
- Have a firm understanding of the used equipment market in order to effectively sell used machines and assess trade values.
- Meet or exceed market growth goals.
- Prepare sales presentations, reports and sales quotes.
- Perform other duties as assigned.

Qualifications / Requirements:

- Sales experience a plus
- Construction knowledge desired.
- Must possess and display a positive, can-do attitude with the ability to create customer relationships
- Computer literate and proficient with using the Internet and Microsoft Office is required.
- Must possess excellent time management, organizational, and communication skills.
- Willingness to travel to trade shows, training sessions as requested.
- Must have a valid driver's license with clean driving record.

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