

Title: Regional Sales Manager
Location: The Delta Region
Department: Sales
Schedule: Full-time

Overview:

We are seeking a Regional Sales Manager (RSM) to be responsible for the sales strategy, execution and performance for the Delta region. This position can be based anywhere along the I-55 South corridor from Memphis, Tennessee to Jackson, Mississippi, or in the Little Rock/Pine Bluff, Arkansas area. The RSM will also work closely with the Director of Marketing to develop a marketing strategy to drive and deliver the MachineryLink Inc. (MLI) value proposition and segment the market to identify qualified leads. The RSM will also be responsible for accurately forecasting sales and tracking qualified leads through the sales process to fruition via sales force automation tools.

Specific Responsibilities Include:

- Develop and execute sales plan, identifying critical to success factors and corresponding actions from a keen understanding of the agriculture industry.
- Achieve results and continue to grow sales despite any challenges or obstacles.
- Be able to navigate the necessary channels to make success inevitable.
- Have astute presentation skills with the ability to communicate the MLI value proposition in a compelling and impressive manner to customers and prospects.
- Develop strategies, assess current customer base, and create a vision for new growth opportunities and expansion.
- Create and manage a sales budget to achieve sales forecasts.
- Work with marketing to develop tools needed for effective sales efforts.
- Develop a thorough understanding of pricing schedules and customer contracts.
- Work with Field and Customer Service Representatives and Transportation and Accounts Receivable Departments.
- Represent the Company, as appropriate, in its relationships with major customers, prospects, and key influencers to promote a positive image in the industry and to promote business growth and success.

Skills and Educational Requirements:

- Three to five years of sales experience. Must be a seasoned sales professional who has significant agriculture industry sales experience and finely tuned value selling skills.
- Must be a high-energy, self sufficient individual with an established track record of sales success within a fast paced organization. Must be a change management agent who has experience selling customer value.
- Strong relationship development skills are required in addition to excellent communication and interpersonal skills, along with a "hands-on", "roll up your sleeves" sales style.
- Bachelor's degree required; degree in an agriculture related field is preferred.
- Significant detail orientation.
- Must be an individual of high integrity and ethics.
- Must display a high level of energy, enthusiasm, and SENSE of URGENCY.
- Work from a home office and travel as required to meet/exceed sales objectives, as much as three to four days a week.

MachineryLink is the leading and fastest growing provider of combine leasing programs to agricultural producers in North America. The company started with three combines in 2000, and today maintains the largest private fleet of combines in North America. Our headquarters are in Kansas City, MO, with operational centers near Wichita, KS and North Sioux City, SD.

We are a hyper-growth company and are looking for individuals who want the challenge and professional growth associated with building a new marketplace.

Send confidential resume to careers@machinerylink.com or confidential fax to 775-703-7218. EOE