

**MURPHY FARM & LAWN**  
700 71 HIGHWAY WEST OUTER ROAD  
ANDERSON, MO 64831  
417-436-3333  
[www.murphyfarmlawn.com](http://www.murphyfarmlawn.com)

## Sales Representative

### ***Job Function:***

***Come Run with the Best!*** We are seeking a sales person to sell new and used agricultural equipment/outdoor power equipment to new and existing customers. Looking for team player to promote our business through participation in community functions as well as through selling not only equipment but our parts and service business.

### ***Essential Duties:***

1. Represents the company for the sale of machinery to customers in a defined sales area.
2. Maintains current product knowledge on features and benefits of all equipment potentially saleable by the dealership.
3. Monitors competitive activity/products and timely communicates to management, accordingly.
4. Maintains sales management information for all customers in the assigned territory.
5. Maintains assigned company vehicles and equipment.
6. Conducts new equipment field demonstrations.
7. Monitors trends in customer's business activities and timely communicates to management.
8. Maintains current knowledge of used equipment values and ability to evaluate properly for trading purposes.
9. Maintains current knowledge of financing options to assist customers with securing the purchase of new and used goods.
10. Attends applicable sales training events/seminars.

### ***Skills & Qualifications:***

- 1-2 years agricultural equipment/outdoor power equipment sales experience preferred.
- Ability to use standard desktop load applications such as Microsoft Office and internet functions.
- Ability to work flexible hours.
- Excellent customer relationship skills.
- High School Diploma or GED equivalent.
- Ability to analyze and interpret basic sales reports.