



Sales Representative Commercial & Irrigation Equipment

MTI Distributing, Inc., a subsidiary of The Toro Company, is the exclusive distributor for Toro commercial and irrigation equipment in Minnesota, North Dakota, Eastern Iowa, Northern South Dakota, Western Wisconsin, Western Illinois and Eastern Missouri. As the distributor for the worldwide leader of turf and irrigation equipment, it is our goal to partner with our customers to help them improve their desired results. We are committed to a standard of performance that sets us apart from our competitors and delivers the best value to our customers.

We currently have an opening for a Commercial & Irrigation Equipment Sales Representative in Southern Illinois.

The ideal candidate will be a sales professional with experience building strong relationships with customers by understanding their needs and determining the appropriate solutions that MTI and Toro offer. This position is responsible for achieving the sales objectives for the assigned territory, increasing customer satisfaction, and ultimately growing our market share.

This individual will actively solicit new business through existing account relationships while developing new account opportunities and managing local government and tax-supported opportunities by completing bids, RFP's and RFQ's. Communication is a critical component of this role, including the use of Salesforce.com, to manage sales processes and maintain records of customer interactions and requests. You will represent and promote MTI/Toro by engaging with appropriate associations through committee membership and board volunteerism and actively participate in principal trade association meetings, trade shows and similar customer-focused events. You will be supported in this position by the entire MTI organization, including an inside sales representative and a product demo specialist for the territory.

QUALIFICATIONS

- Must live in the territory: ideally Central Illinois. The territory is Southern Illinois and Southeastern Missouri.
- Bachelor's degree plus 2 years of related experience; or equivalent combination of education and experience.
- Must enjoy building and cultivating long-term business relationships.
- Possess strong time management and communication skills.
- Ability to travel within territory, including occasional overnight travel.
- Possess and maintain valid driver's license.
- Non-CDL drivers are subject to the DOT medical exam requirement and must have or obtain a valid medical certificate (DOT medical card).

MTI offers a competitive salary; based upon the qualifications of the selected candidate. Our benefit program includes: 401(k), medical, dental, vision disability and life insurance, PTO and holiday pay. Candidates will be subject to pre-employment background check, drug screen, and physical.

Please apply online at www.mtidistributing.com/careers

We are proud to be an Equal Opportunity Employer including protected veterans and individuals with disabilities.

