

Sales and Project Manager

Employer Information

Organization Name: IGSE

Website: www.igse.ag

About Our Organization: With over 27 years of experience in the Agricultural Industry, Illinois Grain & Seed Equipment serves farmers and commercial elevators in the Midwest. IGSE provides sales, design, contracting, and construction of grain/seed handling systems.

Reports To: Sales Manager

Job Location: Lafayette Indiana

Hours/Week: 40+

Starting Salary: TBD



Responsibilities

- Maximize the conversion of leads to sales revenue and generate referral and repeat business
- Provide estimates, product knowledge and expertise to customers, recommending materials and services based on customers' needs and interests
- Maintain high level of clear, consistent communication with sales managers regarding overall performance, sales goals, margin, appropriate adherence to company policy and paperwork compliance
- Develop new strategies and identify opportunities for growth by working directly with both prospective and existing customers
- Understand the market that you serve, monitor market conditions, product innovations and competitors' products, prices, and sales
- Expands business reach through networking and partnerships to increase sales and customers retention
- Provide decision making/support for drafting and blueprints internally and externally
- Manages customer experience from initial sale to project completion
- Prepares estimates of construction work by gathering proposals, blueprints, specifications, and related documents
- Perform other duties and tasks as assigned

Job Purpose/Tasks

- Identifies labor, material, and time requirements by studying proposals, blueprints, specifications, and related documents and computes costs by analyzing labor, material, and time requirements - Develop, negotiate, and implement agreements for new and existing customers - Strict attention to detail
- Learn, keep current with and apply IGSE standards and sales procedures
- Maintain and promote IGSE culture
- Lead and participate on cross-functional teams to address opportunities and solve issues by utilizing problem solving skills
- Support taking on-site pictures and dimensions before a project begins, during, and after it is completed
- Manage and maintain accounts receivable
- Strong work ethic

Qualifications

Education and Experience

Years of Experience:

2 years preferred

Education:

High School Diploma or GED

Bachelor's Degree in Marketing

Knowledge, Skills, and Abilities:

Negotiation Skills

Perficient Computer Skills

Effective Written and Verbal Communication Skills

Problem Solving and Critical Thinking Skills

High-Level Customer Service Skills

Self-Motivated

Communication Skills

Interpersonal Skills

Efficiency and Time Management

Adaptability to Company Culture

Basic Understanding and Acumen