



Technical Sales Trainee

Reports To: Location Manager with extensive communication to General Sales Manager

Location: Western Nebraska, eastern Colorado, or western Kansas.

Start Date: Open immediately

21st Century Equipment, LLC has an opening for a full-time Technical Sales Trainee. Position will be responsible for the sale of new and used agricultural equipment to customers within a defined geographic sales area. Maintaining current product knowledge of equipment and evaluating the market trends and trade values of equipment is required. Individual will be responsible for developing sales plans and forecasts for customers and maintaining a customer relationship management system. Understanding and supporting customer's precision agricultural requirements will be essential. A strong understanding of agronomic principles and farming practices within the area is necessary. Complete other job responsibilities as required.

21st Century Equipment is a leading John Deere dealership with 11 locations in western Nebraska, eastern Colorado and western Kansas. We sell primarily agricultural, commercial, and lawn and garden equipment with a strong focus on precision agriculture. 21st Century Equipment is a growth oriented company with over 250 employees and aspirations for future expansion. We value hard-working and motivated individuals who are interested in contributing to a successful equipment dealership. We offer an excellent full-time employee benefits program. 21st Century Equipment is committed to increasing customer's profits, reducing their risk and providing them a competitive advantage by *Making Farming Easier*.

21st Century Equipment, LLC is an Equal Opportunity Employer.

Competency: Position requires excellent communication skills, knowledge of current agricultural issues, strong math skills, outstanding negotiating skills and competency in all aspects of computerized sales tools and reports, willingness to work flexible hours and weekends and must possess excellent customer relations skills.

Experience: 3-5 years direct sales experience in agricultural farm equipment or related sales field.

Education: BS Business or agriculture related field preferred, but not required

Physical Requirements: Candidate must be able to lift a minimum of 100 lbs, climb ladders, etc.

Application Deadline: Open until position filled.

Email resume to SHelt@21stCenturyEquip.com

Or mail Resume to: 21st Century Equipment
% Scott Helt
9738 US 26
Bridgeport, NE 69336

For more information about the Technical Sales Trainee position, please contact Scott Helt, General Sales Manager in Bridgeport, NE at 308-262-1110 or 800-682-5121.