



Territory Sales Representative – Field Sales Direct Employee

Allen Engineering Corporation (AEC) is seeking a qualified Territory Sales Representative (TSR) to cover California, Nevada, Arizona, New Mexico and Hawaii. Primary job responsibilities include selling a broad range of AEC construction equipment through AEC distribution including dealers and rental customers. Target customers are concrete placing, finishing and paving contractors; mechanical and general contractors with sales opportunities routed through established AEC designated dealers. **EXPERIENCE WITH CONCRETE CONSTRUCTION EQUIPMENT, CONSTRUCTION EQUIPMENT SALES and/or RENTAL IS A PLUS.** The selected person must reside within the assigned territory

Essential Duties and Responsibilities:

Develop business relationships with customers - dealers and contractors - as needed in order to help solve construction equipment application needs that will lead to AEC equipment sales. This will be accomplished through jobsite equipment demonstrations, product knowledge meetings, dealer showroom merchandising, equipment deliveries, operations training, and other support activities as may be determined. Additionally, the TSR will assist and support independent manufacturers' representatives (Reps) within the territory to develop and increase market penetration through rental operators and general construction equipment dealers.

- Drive company truck and tow trailer with demonstration equipment throughout the assigned territory to demonstrate operation and application on jobsites and for dealer salespeople training.
- Pursue all sales leads provided thru advertising, telemarketing, job listings, dealer/customer references, etc., and coordinate leads with applicable Reps within the area to ensure maximum coverage and sales success.
- Organize territory and account base to provide excellent sales coverage and call frequency to achieve desired results. Realize that contractors are our ultimate customers and develop business through appointed dealers and rental operators. Cover jobsites including all subcontractors and general contractors.
- New account development monthly, both directly and via appointed Reps within the Territory, is paramount.
- Develop paving contractor relationships to increase AEC specialty paving equipment sales and utilize specialty AEC personnel to foster this growth area for AEC.
- Participate in all sales meeting and deliver equipment with AEC supplied vehicle, as needed.
- Utilize AEC CRM and other available tools to record activities and track results.
- Other duties may be assigned.

Education and/or Work Experience Requirements:

- A Bachelor's degree is desired along with four years' construction equipment related industry experience. CE technical and/or sales training and other industry experience will be considered in lieu of the degree requirements.
- Maintain A clean driver's record, ability to meet DOT standards, CDL not required.
- Ability to read and interpret documents related to equipment and job application specifications.
- Ability to calculate discounts, freight percentages, etc., in order to accurately generate quotes.
- Exhibit good written, verbal and organizational skills and is detail oriented.
- Excellent work ethic – self-starter – and team player with the ability to also work independently.
- Ability to utilize MS Office, specifically Word and Excel, and Zoho CRM and Zoho Expense programs.

Physical Requirements:

While performing the duties of this job, the employee is regularly required to sit, drive, walk, lift and move equipment being transported and demonstrated. The employee must have good hearing, vision and physical abilities.

Compensation:

Base salary plus commission on all sales within the assigned territory, company-provided truck and trailer, standard medical benefits with optional dental and life insurance available.

Applications and Inquiries:

Please send resumes to jobs@alleneng.com

