

SHUR-CO

Job Description

Job Title: OEM Key Account Manager - Agriculture
Department: Agriculture Sales
Reports To: VP of Agriculture Sales

SUMMARY

To promote and sell Shur-Co products by making on-site calls to Agricultural Original Equipment Manufacturers (OEMs) located throughout the United States. This position will be based in Yankton, SD.

The successful candidate for this position is a hands-on, supportive direct sales professional with experience in one or more of the following markets: Agriculture, Construction, and/or Heavy-Duty Truck/Trailer Accessories. He/she must have experience identifying customers and building relationships with key decision makers within these markets. Candidates with experience in tarp system or truck/trailer sales will be given top priority. The successful candidate will be expected to perform the following duties and other duties as assigned.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Develop yearly business plans specific to the assigned OEM customers
- Manage existing key OEM accounts by providing technical support, sales support, and managing customer concerns to sufficient resolution
 - Communicate technical product specifications
 - Provide input on quoting process
 - Ability to work with other internal departments to support the OEM customer, including engineering, accounting, marketing, operations and other sales team members
- Identify and establish New OEM Accounts within the Agriculture Segment:
 - Establishing initial qualification
 - Establishing credibility and building rapport
 - Focusing on continuously building and supporting the business relationship
- Solve customer problems
- Identify opportunities and communicate with Shur-Co engineering and marketing to qualify and quantify such opportunities
- Build internal working relationships with Shur-Co engineering and operations
- Perform product, installation, and maintenance training for OEM customers and their dealers as applicable
- Product and Sales training and support for customers
- Represent Shur-Co at key industry trade shows including both regional and national farm shows as needed
- Weekly & Monthly reporting of activity and performance
- Prioritization of travel schedule, coordinating as necessary with branch, regional, and corporate activities
- USA and Canada Travel 50% Typical – Seasonal travel may be 75% during August-September; January-February

QUALIFICATIONS

- BA or BS in a related field (Marketing, Engineering, Business) or 3-year minimum equivalent industry experience
- Experience successfully managing multiple key accounts in the Ag, Construction, or Truck/Trailer market(s)
- Ability to understand technical drawings and translate into product needs and/or configurations. Engineering Degree a Plus.
- Proficient in Microsoft Office Suite (Word, Excel, and Powerpoint) and Excellent presentation skills
- Ability to travel internationally
- Formal Sales Training a plus
- Familiarity with CRM systems a plus