



**KSI Supply, Inc.** *Supplying all of your forage storage needs*

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**Job:** Territory Sales Representative

### **About the Company**

KSI Supply is a family owned, Sheboygan County based business that specializes in selling agricultural forage plastic. We have been in business since 1995 and sell forage plastic throughout North America via a Dealer network.

### **Full Job Description**

**KSI Supply is looking to hire a territory sales representative to manage our Southeast Wisconsin, Indiana, Michigan, Ohio, and Kentucky Territory.**

Our Territory Sales Representatives are responsible for growing and managing their territory, managing quotes, orders, and effectively scheduling their travel. This representative will also be required to maintain customer account information and notes inside the company database as well as communicate with their supervisor daily on the progress of new accounts and scheduled plans.

The Territory Sales Representative will be the point person for selected accounts and will be tasked with increasing sales and enhancing profit margins. This job entails travel to your designated sales area, as well as travel within Wisconsin, making and generating sales from cold calls and canvassing new sales opportunities. We anticipate that you will spend up to 50% of your time on the road.

This representative will be representing all KSI Supply products including, but not limited to bunker covers, silage/grain bags, bale wrap, net wrap, twine, and more, and will need to train and assist their accounts on product knowledge. **This representative does not have to be based out of our Plymouth office.** Administrative work can be done from a home office, but all sales members are required to make trips to our Plymouth office bi-weekly for team meetings.

### **Qualifications:**

This representative will be expected to represent KSI Supply in a professional manner.

- Previous sales experience is required, Ag-based sales experience is preferred.
- Ag based knowledge required, forage knowledge is preferred.
- Can put together presentations for individual accounts as well as groups and present by themselves.
- Can planning efficient travel and scheduling appointments with customers / leads.
- Comfortable navigating through business platforms like QuickBooks or similar
- Efficient with Microsoft Programs
- High school degree or equivalent
- Valid Driver's License

### **Compensation and Benefits:**

Salary:

- Salary & Commission Pay – please inquire for details.

Benefits:

- 401(k) and 401(k) matching
- Dental & Medical and Vision insurance

- Holiday pay
- Paid time off
- This position also includes a company computer, phone and vehicle

**Schedule:**

Job Type: Full Time

Monday to Friday

Hours per day will vary seasonally.

To learn more about our Company, please visit [www.KSIsupply.com](http://www.KSIsupply.com) or call our office at 920-449-5361

**To apply, please submit an application on our website: [www.ksisupply.com/careers](http://www.ksisupply.com/careers)**