



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

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**Job:** Territory Sales Representative (Midwest)

### **About the Company**

KSI Supply and KSI Construction are successful, family-owned, Sheboygan County based businesses. KSI Supply specializes in wholesale agricultural forage plastic sales through a dealer network across North America. KSI Construction specializes in Agricultural, Commercial and Residential construction in the local and surrounding counties.

We believe in providing the best customer service and building relationships with our customers by prioritizing customer satisfaction. KSI takes pride in being family-owned and operated, and being able to provide their employees with a positive workplace environment and flexibility with their customers to make sure their needs are being met.

### **Job Description**

KSI is looking to hire a Territory Sales Representative that will manage, represent and bring awareness to company services and products in the greater Midwest area, and provide excellent service to current and potential Dealers and Distributors that align with our current network.

Under the supervision of the General Manager, and in partnership with their assigned Customer Service Representative, our Territory Representatives are responsible for providing exceptional service to our customers. This position includes travel over the road (**up to 25%**) to the designated territory, generating sales from cold calls and canvassing for new sales opportunities. They will also represent the company at farm shows, trade shows and other events that may arise and are requested to be attended by our Dealers/Distributors. Travel will be done with a company vehicle, utilizing a schedule prepared in partnership with their inside customer service representative. We will seek to maximize time over the road and travel as efficiently as possible to minimize overnight travel. To do so, this role will often involve flexed hours, meaning this representative should not expect to work a consistent 8-hour day, each day.

Our representatives are responsible for maintaining their territory, managing quotes, customer orders and developing and maintaining relationships. This representative will be required to gather and maintain account information inside the company database, as well as communicate with the team and their inside customer service representatives on the progress of new accounts and scheduled plans and follow-up appointments. This representative will also be responsible for educating and maintaining product knowledge to the customer's salesforce to help generate sales and increase market share.

**This representative will be based out of our Plymouth office.**

### **Qualifications:**

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

- Passion for agriculture and providing farmers with quality service and products
- Previous sales experience is required, Ag-based sales experience is preferred.
- Ag and forage-based knowledge is preferred, but not required.
- Can plan efficient travel and schedule appointments with customers / leads and gather appropriate data.
- Comfortable navigating through business platforms like QuickBooks, Salesforce or similar.
- Efficient with Microsoft Programs and other technology
- Personable and able to foster relationships with customers.
- High school degree or equivalent
- Valid Driver's License

**Compensation and Benefits:**

Salary with eligibility for commission and performance-based bonuses.

**Benefits:**

- 401(k) & 401(k) matching
- Dental, Vision and Health insurance
- Paid Holidays and Vacation