



Title: **Outside Sales/Parts and Service Representative**

Location: **Fargo, ND 58102**

Pay Range: **\$40-60k annually, DOE (1st year most likely be \$50k)**

Sales representatives fulfill a critical role in our operations. Interstate sales representatives are the front line of presenting our products to the industry. They are responsible for increasing Service and Parts Sales with existing accounts and prospecting for new accounts in their assigned territory. They solicit new business and maintain accounts through face-to-face and phone contacts, developing networks and industry contacts, promoting our value added products and services and keeping customer satisfaction a priority.

Job Duties

- The primary duties of this position will be to actively promote labor sales and parts sales in the assigned territory
- Secure product orders from new and existing customers for new equipment sales and service contracts
- Actively identify and develop new customer contacts to expand market share
- Assist customers in solving problems and provide technical support
- Establish and maintain relationships with current customers, truck fleets, independent repair shops to promote Interstate PowerSystems products and services
- Act as a liaison between the customer and company as needed to ensure that the customer needs are adequately met

Desired Skills and Qualities

- Exceptional interpersonal, leadership and communication skills
- A self-starter who can identify the strengths presents in a location and utilize those strengths to develop a positive business plan
- Proven background in sales / parts
- Clear driving record
- Available for overnight travel

Position Requirements

- High school degree or equivalent required
- 3+ years recent/relevant experience with outside sales / parts
- Experience in distribution, industrial and/or heavy equipment a plus

Benefits

- Excellent compensation including base salary plus commission, company vehicle, laptop, cell phone
- Generous benefits including insurance options, PTO, holiday, 401(k) with employer match

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice. Interstate Companies is an Equal Opportunity Employer and we encourage all qualified and interested persons to apply for this position by submitting a resume for consideration.

Interested? Please email joy.thomas@istate.com your most recent resume, best contact details and put the title of the position in the subject line.