

Precision Farming Specialist & Salesperson (Full Time)

Job Summary

The Precision Farming Specialist and Salesperson is a self-driven individual, responsible for selling and supporting our precision farming platforms; including, but not limited to combine yield monitors and global positioning systems, tractor global positioning systems, and planter precision application systems. Successful candidates will exhibit strong communication, teamwork, and problem-solving skills.

A valid driver's license with a clean driving record is required.

Essential Duties and Responsibilities

Essential duties and responsibilities are representative of the work to be performed and may not be all-inclusive.

- Serve as the technical expert on current and new precision technologies
- Collaborate with customers and all members of the dealership to sell, service, and support our precision platform(s)
- Listen and understand customer needs to provide the best technology solution to meet customer needs
- Communicate effectively with customers, including conducting preseason training, technology presentations, and product demonstrations
- Perform in-field and in-house equipment set-up, instruction, and troubleshooting/repairs on precision technology related concerns
- Develop and enhance customer relationships to become valued and trusted partner, helping customers meet their technology and equipment needs
- Expand knowledge and customer base(s) to sell equipment and technology solutions
- Ability to set work priorities and work with minimal supervision

Physical Requirements

- Ability to frequently lift or move 10 to 50 pounds
- Ability to operate equipment or other power equipment as necessary
- Frequently bending, stooping, kneeling, crouching, and reaching with hands and arms
- May be required sit or stand for prolonged periods of time

Benefits & Compensation

- Company vehicle & expense account
- Likelihood of overtime during peak seasons of spring and fall
- Benefits package includes health, dental, vision, and life insurance, as well as 401K
- Paid vacation and sick time
- Paid training

Continuous Development

At Flanagan Implement, we believe continuous development is vital to the success of our employees and business. As such, employees are required to successfully complete company paid in-person, on the job, and online training to remain current on precision farming technologies and new equipment.