

Parts Sales Representative

Prairieland Partners

Overview

Position Type

Full Time

Education Level

Not Specified

Travel Percentage

None

Category

Parts

Description

Who We Are:

AgriVision Equipment Group and PrairieLand Partners (AVE-PLP, LLC) is a joint venture between two of the top John Deere Dealerships in the United States. By joining forces, we continue to lead the charge in technology, innovation, and best-in-class service and support for our respective customers. Our purpose is to lead agriculture in rural America.

We credit our success to our knowledgeable, competitive, hardworking, and passionate employees that strive for excellence in everything they do. We live out our Guiding Principles of Integrity, Servant Leadership, Courageous Innovation, and Performance.

With over 100 years of experience in the agricultural industry we have a rich heritage, growth mindset, and entrepreneurial spirit. Today, we have a strong presence in numerous locations with our support spanning through western Iowa, eastern Nebraska, central and eastern Kansas, and northwest Missouri.

We are seeking driven, highly motivated, collaborative, and intellectually curious professionals who want to be part of cultivating the highest impact culture in the agriculture equipment industry. Previous experience and knowledge of large ag equipment or commercial/turf equipment is welcomed but not required. We can train with the right individual who is willing to work hard and make customers their #1 priority.

Look Forward. Adapt Often. Lead Always.

General Purpose:

The Parts Sales Representative is responsible for the daily selling and stocking of parts and for providing excellent customer service to AVE-PLP customers and service technicians. The Parts Sales Representative Reports to the Parts Manager and is non-exempt.

Essential Functions:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Sells parts to AVE-PLP customers at the store and at customer locations.
- Maintains a good rapport with AVE-PLP customers and service technicians.
- Maintains an accurate and effective inventory control system.
- Assists in keeping the parts department clean and orderly.
- Records all sales and/or counter transactions.
- Supplies service technicians with parts as required.
- Assists the Parts Manager with merchandising displays.
- Verifies receiving shipments.
- Follows up on shortages and reports the shortages to Parts Manager for expediting.
- Performs other duties as required and necessary to ensure the success of AVE-PLP.

Supervisory Duties:

- None.

Qualifications

Knowledge, Skills, and Abilities:

- Ability to consistently promote, support, work, and act in a manner in support of AVE-PLP's DNA.
- Knowledge of parts merchandising and associated selling techniques.
- Knowledge of financial management as it pertains to the Parts Department.

- Ability to maintain a positive and professional working relationship with peers, management, and support resources, with a constant commitment to teamwork and exemplary customer service.
- Ability to communicate effectively with customers, employees, and peers in person, on the phone, and in writing.
- Ability to use standard desktop load applications such as Microsoft Office and internet functions.

Education:

- High School Diploma or General Education Diploma (GED) equivalent is required.

Experience:

- One year of customer service experience is preferred.
- Previous merchandising and parts sales experience is preferred.
- An equivalent combination of education and experience may be substituted on a year for year basis.