



Immediate Opening for Compact Equipment Sales South Carolina

Ditch Witch of the Carolinas has served the Carolinas for more than 42 years with headquarters in Charlotte, NC and three full-service branches in South Carolina. We carry a large line of underground construction equipment backed by a strong support network.

Position Information

We have an immediate opening for an aggressive sales representative to sell the Ditch Witch and Morbark compact equipment lines. The sales representative will cover an assigned territory within South Carolina. Because of the strong economy, housing starts & infrastructure growth, a strong market for underground, utility & tree equipment is present in our territory.

Position Overview

- Demonstrate & sell Ditch Witch compact equipment, Morbark brush chippers & stump grinders, Subsite locators, Hammerhead piercing tools
- Prospecting & qualifying new leads via cold calling
- Planning & executing sales strategies
- Demonstrating equipment on customer job sites ("tow & show")
- Facilitating the sales process from the prospecting stage to the closing of the sale
- Delivering the sale & training customer on machine operation, safety & maintenance

Benefits

- Base salary + commission
 - Company provided (100%) employee medical insurance & short-term disability **
 - Additional supplemental insurance plans available **
 - Paid vacation & holidays
 - Profit sharing
 - Company Truck
 - Mobile phone/Laptop
 - Outstanding Product Support
- **Insurance is subject to change without notice**

Job Requirements

- Previous sales experience in rental or construction industry preferred
- Strong negotiation skills
- Mechanical aptitude
- Clear 3-year driving record
- Ability to load, transport, demonstrate & operate equipment
- Some overnight travel required
- Basic MS Word, Excel, Email & CRM proficiency

**CONTACT KIMBERLY WYNN,
RECRUITMENT & DEVELOPMENT MANAGER,
FOR MORE INFORMATION**

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