

## **Compact Equipment Sales**

### **Locations:**

**Charleston, SC**

### **Position Overview:**

- **Demonstrate and sell Ditch Witch compact equipment, Morbark brush chippers & stump grinders, Subsite locators, Hammerhead piercing tools**
- **Prospecting and qualifying new leads via cold calling**
- **Planning and 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**

### **Job Requirements:**

- **Previous sales experience in rental or construction industry preferred**
- **Strong negotiation skills**
- **Mechanical aptitude**
- **Clear 3-year driving record**
- **Ability to demonstrate equipment**
- **Some overnight travel required**