

HEAVY EQUIPMENT SALES MANAGER HIGH GROUND EQUIPMENT - Two Regions Open: NH,ME,VT & MA,CT,RI

Are you interested in a ground-floor sales management opportunity with a fast-growing company? We need a professional effort in Region-1 (MA, CT, RI) and Region-2 (NH, ME, VT).

High Ground Equipment is the New England Dealer for Terex-Finlay (Crushers and Screeners), Terex-CBI (Grinders and Chippers) and Terex-ecotec (Shredders and Trommels). We provide equipment rentals and sales as well parts and service support for all our product lines. Currently serving 200+ existing New England customers. We are currently located inside the Terex manufacturing facility in Newton, NH.

We are looking for a Crushing & Screening / Material Processing professional with experience.

Our ideal candidate will have a minimum of two years of experience working with crushing and screening equipment, and be familiar with the material processing industry - including wood grinders & chippers, shredders, and trommels. We sell and service them all. You'll get comprehensive training on the products and have ongoing direct access to manufacturer training support resources.

As a Territory Sales Manager for High Ground you'll respond to customer inquiries, contact and call on new and existing customers engaged in rock crushing & screening, wood grinding & chipping, and general material processing. You'll sell equipment and equipment rentals, and coordinate service and parts activity. You'll work to support existing customers, develop new accounts and strengthen High Ground's market position in CT, MA, and RI. You'll report directly to the company President.

Business is crazy good! The machines we sell are in very high demand - which supports pricing. This year's high demand and the expectations for even more infrastructure development have created shortages with some products (ours and competition) sold out. We have product to sell now and our biggest allocation ever on the way for spring 2022. We recognize that this industry's sales prospects can require time to develop. You will sell what is currently available but also work laying the groundwork and making the contacts to enjoy the biggest year ever - beginning with the spring season 2022.

Compensation will include a base level of salary – plus commission. Income expectations will be \$100,000 - \$150,000. Through the early stages of business development - and as we prepare to receive ordered units, you'll receive guaranteed earnings worthy of a professional effort. Expense reimbursement for business expenses – including fuel and company vehicle or vehicle allowance. Includes paid vacation, and participation in health insurance benefits program.

Qualifications:

- 2+ years of crushing & screening experience and knowledge of the material processing industry - including forestry/wood grinding
- The ability to create and execute a sales strategy and self-manage effectively
- A commitment to providing a prompt response with follow-through and a commitment to quality service
- Excellent computer, math, written and verbal communications skills
- Familiarity or experience with Salesforce.com is helpful
- Understanding and appreciation for safety policies, and sound environmental practices
- Pay: \$100,000.00 - \$150,000.00 per year
- Benefits