

Position: Sales Team Member

We are seeking a Sales Team Member to join our team and drive revenue growth. The ideal candidate will have a background in sales, a track record of success in the agricultural or related industries, and the ability to effectively manage a diverse product portfolio.

Join our team and play a key role in driving the success of our growing company! If you have the skills, experience, and passion for sales excellence, we want to hear from you. Apply now by submitting your resume and cover letter detailing your relevant experience and why you are the ideal candidate for this position.

Job Responsibilities:

- Assist to develop and implement strategic sales plans to achieve company objectives and revenue targets.
- Participate, motivate, and assist the sales team to maximize their potential and performance.
- Identify new business opportunities and market segments to expand our customer base.
- Build and maintain strong relationships with key clients, distributors, and partners.
- Analyze sales data and market trends to optimize pricing, product offerings, and sales strategies.
- Collaborate with other departments such as marketing, operations, and product development to ensure alignment and support for sales initiatives.
- Stay updated on industry trends, competitive landscape, and regulatory developments to inform decision-making and strategy.

Preferred Experience, Skills & Knowledge:

- Minimum of 3 years of experience in sales, preferably in the agricultural industry or machine sales industries.
- Proven track record of meeting or exceeding sales targets and driving revenue growth.
- Strong leadership skills with the ability to inspire and motivate a team.
- Excellent communication, negotiation, and interpersonal skills.
- Analytical mindset with the ability to interpret sales data and market insights.
- Willingness to travel domestically and internationally as needed.

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Salary & Benefits:

- Competitive salary commensurate with experience.
- Comprehensive health, dental, and vision insurance.
- Retirement savings plan with company matching.
- Professional development opportunities.
- Dynamic and collaborative work environment.
- 401(k), 401(k) matching
- Dental insurance
- Health insurance
- Paid time off

Job Type: Full-time

Salary: \$50,000.00 - \$80,000.00 per year

Shift: 8 hour day shift, Monday to Friday

Work Location: In person - Blomkest, MN 56216

Relocate before starting work (Required)

About Christianson Systems

We are a leading manufacturer of ship unloaders and pneumatic conveying systems for a wide range of bulk materials including feed and cereal grains, plastics and chemicals. The company's equipment operates in agriculture, commercial bulk handling, and marine port industries world-wide, and our entire manufacturing facilities in Blomkest, MN cover 85,000 square feet.

To Apply:

- Online at christianson.com/employment
- Email resume to: jim@onyxrp.com