



Planters Precision – Sales & Service Lead

About Planters Precision

Planters Precision, a dealer for Precision Planting, 360 Yield Center, Climate FieldView, Yetter, Martin-Till, & Harvest International is a formed LLC owned by The Equity, Effingham, IL. Planters' Precision operates as an independent Business with an office and shop located in Montrose, IL. The trade territory for Planters' Precision encompasses South Central Illinois. Our team is dedicated to servicing the products we sell and helping growers achieve high yields.

About the position

In this position, the right candidate will have the opportunity to help shape and mold a growing business into its fullest potential. This person will contribute to the sales and service of profitable farm solutions to growers in South-Central Illinois. Another important aspect will be assisting in the installation and maintenance of the company's high-quality product offering. Overnight travel may be required, as on-going training for growers and self-improvement are essential to this position.

Location: Central, IL
Reports To: Planters Precision LLC. General Manager
Base Pay Range: Compensation may be adjusted to suit your experience and qualifications. We also offer a full benefits package that includes health insurance and 401K.

Required Education and Experience: A.S. / B.S. degree in Applied Sciences or comparable working experience in similar position is not required but preferred. Candidates should also possess experience training users on new technologies and have a good working knowledge of sales technique and methodologies. A background in agronomy sales, application, farm production practices as well as specific knowledge of equipment, application and operations is also preferred.

Job Requirements:

- Effectively communicate with customers, co-workers, and management.
- Positive attitude and the desire to create a great customer experience.
- Applicant should possess a self-motivating personality as well as team building skills and the ability to work effectively without direct supervision.
- Computer skills should include Excel, Word, and PowerPoint.
- Valid driver's license

Essential Functions:

1. Follow all established personnel and safety policies and procedures
2. Perform installation, diagnostics, service repair, and maintenance on products sold through Planters Precision.
3. Direct sales to customers, providing products and services to meet their needs along with instruction on the use of precision agriculture equipment and technology.
4. Reading and interpreting schematics, diagrams, and operation manuals.
5. Maintain company vehicles, tools, equipment, inventory, and company SOP's.
6. Attend applicable training events and seminars.
7. Maintain current knowledge of Precision Planting, 360 Yield Center, Yetter, and competitive products.
8. Complete quotes, service reports, order parts, and maintain clear customer records.
9. Assist customers over the phone or in-person, providing elite customers service.
10. Develop and maintain thorough working knowledge of Climate FieldView. Will also be responsible for sales and support of Climate FieldView software.
11. Follow all established personnel, safety policies and procedures.
12. Have a thorough working knowledge of the company software and computer systems.

Work Environment: The nature of the job/business may require extended hours.

Planters Precision shall not be liable for, shall not pay, and expressly rejects and disclaims any and all responsibility or liability for any commission, expense, fee or cost claimed or charged by any recruitment or employment agency, firm, or company in connection with the employment of any candidate selected by Planters Precision for the position described above unless a written contract is executed by Planters' Precision and such employment agency, firm or company before Planters' Precision makes an offer of employment to such candidate.