



## Ag & Construction Sales Representative

Mountain View Equipment Company | Meridian, Idaho

Mountain View Equipment Company is seeking an experienced Ag & Construction Sales Representative to join our Meridian team. This position is responsible for selling new and used agricultural and compact construction equipment to new and existing customers throughout an assigned territory in Idaho's Treasure Valley.

Mountain View Equipment Company is a locally owned equipment dealership serving customers since 1971. With locations in Meridian, Jerome, and Homedale, Idaho, and Sunnyside, Washington, we are committed to providing top-tier equipment, parts, and exceptional service to the customers and communities we serve.

### Essential Duties & Responsibilities:

The Ag & Construction Sales Representative builds customer relationships, develops new sales opportunities, and helps customers find the right equipment for their operation. This hands-on role includes time at the dealership and in the field, representing CLAAS, New Holland Agriculture, New Holland Construction, and other equipment brands.

- Sell new and used agricultural and construction equipment throughout an assigned Treasure Valley territory.
- Develop and maintain customer relationships while actively prospecting for new sales opportunities.
- Maintain current product knowledge and recommend equipment based on customer needs and applications.
- Follow established sales processes and company policies, including accurate quoting, financing, trade-ins, required documentation, closing, delivery, and customer follow-up.
- Maintain accurate customer, lead, opportunity, sales activity, and deal information in the company's CRM and sales systems.
- Conduct equipment demonstrations and deliveries, including safely hooking up and towing trailers as needed.
- Stay current on equipment pricing, financing options, manufacturer programs and incentives, competitive products, and market activity.
- Work closely with Sales, Parts, Service, and other departments to provide a positive customer experience.
- Travel throughout the assigned territory for customer visits, prospecting, demonstrations, and deliveries.
- Participate in manufacturer training, trade shows, field days, customer events, and other sales activities as needed.

### Qualifications & Experience:

We are looking for an experienced, self-motivated equipment salesperson with strong relationship-building skills, product knowledge, and a passion for agriculture and construction equipment. The ideal candidate is goal-oriented, works well independently and as part of a team, and is committed to helping customers succeed.

- 3+ years of equipment sales experience required, preferably in agricultural and/or construction equipment.
- Strong communication, relationship-building, customer service, and sales skills.
- Ability to safely operate and demonstrate equipment, hook up and tow trailers, and travel throughout the assigned territory.
- Comfortable using Microsoft Office, CRM systems, and other business technology.
- High school diploma or equivalent work experience, valid driver's license with an acceptable driving record, and ability to work flexible hours as needed.

### Compensation & Benefits:

- Salary: \$60,000–\$80,000 per year, based on experience and qualifications.
  - Additional earning opportunities may be available through performance-based incentives, manufacturer sales programs, and manufacturer-sponsored sales spiffs.
- Paid Time Off (PTO) – accrues with service and tenure
- Medical, Dental and Vision Insurance
- 401(k) with company match
- Company sales vehicle provided for work-related travel
- Manufacturer and product training

| Meridian              | Homedale           | Jerome           | Sunnyside           |
|-----------------------|--------------------|------------------|---------------------|
| 700 West Overland Rd. | 3407 Hwy 95        | 4 N 150 W        | 521 Midvale Rd.     |
| Meridian, ID 83642    | Homedale, ID 86628 | Jerome, ID 83338 | Sunnyside, WA 98944 |
| (208) 888-1593        | (208) 459-4609     | (208) 324-4944   | (509) 643-4249      |