

THERE'S ALWAYS OPPORTUNITY TO GROW AT JAMES RIVER!



SALES DEPARTMENT

WHAT DOES IT TAKE TO BE A PART OF THE JRE SALES TEAM?

We provide customers with quality whole goods solutions as quickly and efficiently as possible!

All the while providing professionalism with that *wow-factor* customer experience! Establish a partnership with the customer so they rely on you for their equipment solutions every time.



Growing from basic to strong knowledge in JD Quote, JD Configurator, Ceres, Handle, EMS and Machine Finder Pro.

INDEPENDENT

CAN FIND ASSIGNED CUSTOMERS & CREATE SALES CALLS

90% MF-PRO SCORE AVERAGE

DEMO CERTIFIED IN 5 KEY AREAS OF BUSINESS

CAN PLAN UPCOMING CALLS

UTILIZE PUBLISHED INCENTIVES

WORKING KNOWLEDGE OF SDA SYSTEM

95% MF-PRO SCORE AVERAGE

MAXIMIZES ASSIGNED CUSTOMER RELATIONS FOR PARTNERSHIP OPPORTUNITIES

USES CCA CERTIFICATION TO FULFILL CUSTOMERS' NEEDS.

CREATE QUALITY COLD CALLS

EXPERTLY NAVIGATES SDA SYSTEM

100% MF-PRO SCORE AVERAGE



There are even more options to look into as you advance in the sales department!

INVENTORY MANAGER

DIRECTOR OF SALES



THIS EXPERIENCE CAN BE TRANSFERRED INTO OTHER LEADERSHIP ROLES ACROSS AG, CF, AND TECH!