



KSI Supply, Inc. *Supplying all of your forage storage needs*

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Job: Territory Sales Representative (Eastern Wisconsin)

About the Company

KSI Supply and KSI Construction are successful, family-owned, Sheboygan County based businesses. KSI Supply specializes in wholesale agricultural forage plastic sales through a dealer network across North America. KSI Construction specializes in Agricultural, Commercial and Residential construction in the local and surrounding counties.

We believe in providing the best customer service and building relationships with our customers by prioritizing customer satisfaction. KSI takes pride in being family-owned and operated, and being able to provide their employees with a positive workplace environment and flexibility with their customers to make sure their needs are being met.

Job Description

KSI is looking to hire a Territory Sales Representative that will manage, represent and bring awareness to **all** company services and products in the local, surrounding counties (Brown, Calumet, Dodge, Door, Fond du Lac, Kewaunee, Manitowoc, Oconto, Outagamie, Ozaukee, Shawano, Sheboygan, Washington and Winnebago). KSI services and products include but are not limited to agricultural forage storage plastic, construction materials, specialty construction services, and our construction divisions.

Under the supervision of the General Manager, and in partnership with their assigned Customer Service representative, our Territory Representatives are responsible for providing quality service to our customers. This position includes daily travel to the designated territory, generating sales from cold calls and canvassing for new sales opportunities. They will also represent the company at local farm shows and events including Breakfast on the Farm, County Fairs, WPS and PDPW Trade Shows and any other events that may arise. Travel will be done with a company vehicle, utilizing a schedule prepared in partnership with their inside customer service representative.

Our Representatives are responsible for maintaining their territory, managing quotes, customer orders and developing and maintaining relationships. This representative will be required to gather and maintain account information inside the company database, as well as communicate with the team and their inside customer service representatives on the progress of new accounts and scheduled plans and follow-up appointments.

This representative will be based out of our Plymouth office.

Qualifications:

This representative will be expected to represent KSI in a professional manner.

- Passion for agriculture and providing farmers with quality service and products
- Previous sales experience is required, Ag-based sales experience is preferred.
- Ag and forage-based knowledge is preferred, but not required.
- Can plan efficient travel and schedule appointments with customers / leads and gather appropriate data.
- Comfortable navigating through business platforms like QuickBooks, Salesforce or similar.
- Efficient with Microsoft Programs and other technology
- Personable and able to foster relationships with customers.
- High school degree or equivalent
- Valid Driver's License

Compensation and Benefits:

Salary: Hourly, eligibility for commission and performance-based bonuses.

Benefits:

- 401(k) & 401(k) matching
- Dental, Vision and Health insurance
- Holiday pay
- Paid time off