

Job Title: Parts Sales - Heavy Equipment

Location: Loveland, CO

Position Type: Full-Time

Experience Level: 3-5 years of inside sales experience

Are you passionate about heavy equipment and have a knack for selling parts? If so, we have an exciting opportunity for you! We are seeking an experienced Parts Sales professional to join our team and play a crucial role in providing top-notch service to our valued customers.

Position Overview:

As an Inside Parts Sales Representative, you will be responsible for selling used and aftermarket replacement parts for heavy equipment. You will need to have a strong sense of organization, exceptional multitasking skills, and a customer-centric mindset. Your role will involve inventory control, teamwork, marketing, pricing strategy, quoting, sourcing, vendor management, and meeting monthly sales forecasts and budgets.

Key Responsibilities:

- **Sales and Customer Service:** Build and maintain strong customer relationships by providing exceptional service. Assist customers in identifying the right parts for their heavy equipment needs.
- **Inventory Control and Management:** Keep accurate records of inventory levels and manage stock efficiently to ensure availability of parts when needed.
- **Team Collaboration:** Work closely with our sales and support teams to ensure a seamless customer experience.
- **Marketing:** Actively promote our products through various marketing channels to increase sales and brand visibility.
- **Pricing Strategy:** Develop and implement effective pricing strategies to remain competitive while maximizing profitability.
- **Quoting and Sourcing:** Provide timely and accurate quotes to customers. Source parts as needed, considering cost and availability.
- **Vendor Management:** Maintain strong relationships with suppliers and negotiate favorable terms and conditions.
- **Sales Targets:** Meet or exceed monthly sales forecasts and budgets.

- **Communication Skills:** Demonstrate excellent phone skills when interacting with customers, vendors, and team members.
- **Microsoft Capable:** Utilize Microsoft Office tools for various tasks, including data analysis and reporting.

Qualifications:

- 3-5 years of inside sales experience, preferably in the heavy equipment or automotive parts industry.
- Strong organizational and multitasking abilities.
- Proficiency in Microsoft Office applications.
- Ability to work effectively within a team.
- Knowledge of marketing principles and strategies.
- Exceptional communication and negotiation skills.
- Experience in pricing strategy development and execution.
- Proven ability to meet and exceed sales targets.

If you are a motivated and organized individual with a passion for heavy equipment parts sales, we want to hear from you! Join our dynamic team and contribute to the success of our growing business.