



“Our Customers Feed the World”

Agricultural Equipment Dealership Management Associate

Evolution Ag LLC is a fast growing Central Ohio Case IH dealership with locations in Circleville, Delaware, Utica and Upper Sandusky. The company's goal is to become the premier agricultural equipment dealership in the state. We are looking for dynamic, energetic and highly motivated individuals who are seeking a career in the agricultural equipment business. The successful applicant(s) will be on a development track that will lead to Parts, Service, Sales or Branch Management. You will be based out of one of our central Ohio locations.

Essential Duties:

- 1) Successfully complete a development and training plan that will take you through all four major areas of the agricultural equipment business including Parts, Service, Sales and Administration.
- 2) Develop and demonstrate a high level of product knowledge and expertise.
- 3) Develop and maintain current knowledge of used equipment values and the ability to properly establish trade values.
- 4) Develop and demonstrate a strong understanding of business financial statement ratios, margin targets, absorption and recovery along with what factors impact those results.
- 5) Positively represent the company in cross-selling parts, service, whole goods and Precision Farming services.
- 6) Organize and conduct successful field demonstration activities.
- 7) Develop and demonstrate a strong understanding of equipment financing options.
- 8) Successfully complete all assigned parts, service, sales and administration training events.
- 9) Develop and demonstrate the critical people skills in managing and leading a dealership organization.
- 10) Meet individual goals and demonstrate a team member mentality as part of a high achieving dealership organization.

Skills & Qualifications:

- Strong agricultural experience.
- Bachelors of Science or Associates degree in agricultural mechanical systems, agricultural business, agronomy, agricultural education or sales.
- Agricultural equipment sales experience preferred.
- Excellent communication and teaching skills.
- Good working knowledge and ability to use a laptop, internet and proprietary software, and Microsoft Office and Outlook applications.
- Ability to work flexible hours.
- Demonstrate an understanding that a customer's business is earned.
- Ability to consistently exceed customer expectations.

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CASE II
AGRICULTURE