



Energy Sales Specialist

Division: Energy

Based out of: Beaver Dam

Reports to: Energy sales and marketing manager

Position objective and responsibilities:

To market, sell, and service petroleum-based products and equipment in a manner that will optimize the cooperative's market share and savings, improve efficiency, with the ultimate result of outstanding customer service for agricultural, governmental, commercial and consumer accounts throughout Wisconsin.

Sales:

- Contact prospective or current customers by telephone or in person, to increase market share, utilizing scheduled appointments as well as cold calls to a variety of customer worksites
- Report accurate competitive information to supervisor including being sensitive to competitive strategies being employed and reporting such
- Maintain current knowledge on applications, specifications, and pricing
- Submits weekly sales call report(s) to supervisor for review
- Follow and support cooperative's credit policy

Customer service:

- Review and resolve customer complaints in an efficient manner and refer those beyond scope of authority to supervisor
- Treat customers politely and perform duties in an efficient, polite, and courteous manner
- Able to troubleshoot and make minor repairs to electronic fuel monitoring system components, typically involving the changing of batteries or simple replacement of monitor or controller

Competencies:

- Must have excellent communication and listening skills
- Being organized is critical to this role, with the ability to manage multiple projects at one time
- Excellent presentation and problem solving skills
- Self directed, with good work habits, requiring minimal supervision
- Ability to plan sales calls and workload
- Must be able to close deals in any economic environment

Qualifications:

- Bachelor's degree in business, marketing, agriculture, or equivalent combination of education and experience totaling five-plus years
- Two-plus years outside sales experience utilizing persuasive negotiating skills is required
- Proficient in MS Office Suite including; Word, Excel, and PowerPoint
- Previous presentation experience both verbal and written is required
- Previous customer experience and conflict resolution skills are essential to this role
- Two-plus years of previous experience demonstrating successful sales work habits with a self learning aptitude
- Valid Wisconsin drivers license with appropriate driving record

Preferred qualifications:

- Agricultural background, petroleum industry experience, or technical experiences in the field
- Mechanical understanding of equipment

Send your résumé and salary requirements to:

United Cooperative, Attn.: Dee Winkelman, human resources manager

N7160 Raceway Road, Beaver Dam, WI 53916 or deew@unitedcooperative.com

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