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### Director of Sales

#### Job Description:

Storr Tractor Company is currently seeking a candidate to fill the position of Director of Sales. This position will be responsible for leading the sales efforts of our Commercial Equipment and Irrigation divisions. The main functions involve achieving divisional objectives of profit levels and revenue expectations. The position requires a high aptitude of leadership, coaching, and mentoring. A skill set of proven market share growth, profitable revenue, and high customer service levels are key.

#### Duties:

- Lead sales team and staff in effective and productive sales activity through coaching, mentoring, sales meetings, and educational opportunities. Engage team through frequent in-person time, phone/email, customer meetings, and employee reviews.
- Develop annual sales business plan, champion execution and track/report progress towards achieving sales related objectives. Initiate corrective actions as appropriate.
- Foster a proactive, attentive working relationship with members of the Storr Tractor leadership team.
- Collaborate closely with fellow staff members to achieve all assigned organizational business objectives, specifically sales growth, expense control and customer service.
- Participate actively in weekly staff meetings to determine and coordinate timing/requirements to support business objectives.
- Lead and maintain sales reporting efforts to include dollar and unit forecasting on a monthly basis, retail numbers, projections, weekly call reports, and priority reports.
- Work effectively with fellow managers and team members towards sales and marketing efforts. This includes educating and soliciting feedback to and from fellow managers on these topics.
- Actively participate in long and short range strategic planning aimed at achieving annual corporate P&L and growth plans.

#### Requirements:

- Bachelor's Degree.
- 7-10 years of sales experience.
- Agronomy experience is preferred.
- Demonstrated customer-centric focus.
- Strong leadership and decision-making skills with an ability to perform a wide range of duties with urgency and a willingness to collaborate closely with others.
- Strong verbal and written communication skills.
- Highly-organized, motivated and results-oriented.

Other: Salary is negotiable and dependent on experience level.

Location: Branchburg, NJ

Contact Information: Please forward cover letters and career resumes to Jeff Clarke: [jclarke@storrtractor.com](mailto:jclarke@storrtractor.com)

Storr Tractor Company is a full-line Toro distributor covering the NYC metropolitan market, with locations in Branchburg, NJ and Ronkonkoma, NY. Established in 1945, our team is dedicated to providing customers with the best industry equipment and irrigation solutions available in our market and supporting these solutions with exceptional customer service. We strive to find and enhance solutions for every customer while empowering our team members to be creative, engaged with our industry, and customer service focused.