

Outside Sales Representatives

Los Angeles Area

Johnson Lift Hyster is a division of Johnson Machinery Company, a CAT dealer specializing in Heavy Construction Equipment sales and service since 1940.

Johnson Lift is a Material Handling leader in Southern California and Northern Baja CA. With over 30 years of forklift and industrial equipment experience, Johnson Lift Hyster provides unmatched knowledge and superior products, parts, service, and rentals. From forklifts to pallet jacks, our equipment is used in factories, distribution and retail centers, theaters, airports, public buildings, places of worship and entertainment facilities.

Our customer service is second-to-none. We are committed to our reputation and we seek people with the same superior standards. We provide individuals with potential the opportunity to grow with the company.

Outside Sales Representatives – Equipment

Your primary focus will be sales of new and used industrial equipment. You will be responsible for prospecting and calling on businesses in your territory. You must be driven, self motivated and goal oriented.

Your compensation is based primarily on your selling performance. To that end, we provide a great selection of well respected products and services for you to sell. We can also assist you in many ways including prospecting, managing and training. You must be willing to prospect new customers and work your territory to find the sales.

We provide our Sales representatives with a laptop computer, cell phone, vehicle reimbursement program and expense account.

Johnson Lift provides all full time associates with a complete benefit package including:

- Medical, Dental and Life insurance
- 401k with a generous company match
- Profit sharing plan
- Paid Vacation and Holidays

MINIMUM REQUIREMENTS

- 3+ years of recent Outside Sales experience
- Sales success with industrial equipment is a plus
- Proficient in Territory planning and management
- Excellent Prospecting skills

Ability to effectively communicate verbally and in writing
Proficient in MS Office
Proficient in creating and delivering sales proposals using a variety of mediums
Must have reliable transportation.
High energy, positive attitude, professional appearance, excellent follow up and the ability to succeed

If you are interested in our opportunity please:

- 1) Visit us online at www.johnsonlift.com, to learn about what we do.
- 2) Call us at **(866) 4-HYSTER**, ask for Bob Pilon to get more detail.
- 3) Send your resume to pilon_bob@johnsonlift.com