



European Sales Manager

Artex Barn Solutions, an innovative and growing player in the dairy barn equipment industry, is seeking a full time European Sales Manager.

The European Sales Manager is responsible for servicing an existing dealer network, expanding the network within a specific territory, and locating and closing sales with local dairymen. Daily travel to farms and businesses is extensive and required.

Main job duties will include:

- Provide input into company sales strategy and implement in assigned territory
- Lead development of direct sales opportunities with XL dairy farms/producers in assigned territory
- Own the implementation of territory sales and marketing plan
- Provide sales support for dealers in assigned territory including customer meetings and coaching on processes
- Support company marketing initiatives and implement targeted marketing activities in assigned territory
- Support dealer development strategy and implement in assigned territory
- Collaborate with Customer support product inquiries resulting in warranty claims
- Collaborate with Product Management opportunities for new product or product improvements
- Participate in appropriate National, Regional, or local tradeshow, conferences, or fairs

The successful individual will experience personal growth in an expanding company, have the freedom to travel within their territory, establish long term business relationships, and be well compensated accordingly.

The desired applicants would have many of the following qualities:

- Demonstrated sales, marketing, and negotiation skills
- Strong understanding of product portfolio and "Cow Comfort" strategy
- Knowledge of dealers and distribution channels
- Skills in interpersonal communications, negotiation, and conflict resolution
- Research, maintain knowledge of and communicate status of dairy market
- Understanding of systems that support sales, marketing, and product development
- Project management skills and ability to manage multiple projects

Interested candidates should email resume as well as an indication of their unique qualifications for this position to salesjobs@artexbarn.com.