



Illini Hi-Reach, with its' 20+ year history as Chicagoland's Hi-Reach Equipment Professionals, is seeking an experienced Area Sales Manager to continue to drive growth in the rental and sales of aerial work platforms and material handling equipment.

We are seeking an individual with strong new business development skills that will expand our customer base by anticipating and meeting customer needs. Proven experience in the construction industry is desired.

We offer a base salary plus a commission based compensation plan and an outstanding benefits package.

Required Skills:

- Excellent written and verbal communication skills
- Attention to detail with good organizational skills
- Proficiency with standard office computer software (Word, Excel, Outlook)
- Self starter who demonstrates initiative and is willing to prospect for new business
- Proven problem-solving abilities
- Strong territory and account management skills
- Knowledge of construction equipment is preferred

As an Area Sales Manager with Illini Hi-Reach, you will be responsible for performing the following duties:

- Develop and support long term customer relationships based on customer needs
- Have a high level of confidence to cold call on perspective customer offices
- Identify and cultivate new business through cold calling on job sites
- Sales forecasting, budget and quota responsibilities
- Meet or exceed rental and sales quotas
- Prepare sales and rental quotations quickly and accurately
- Must be able to network and successfully work with other departments within company: Finance, Service, Parts, etc.

Qualified applicants will have:

- 2+ years of sales experience, preferably in construction equipment rental and/or sales
- Valid Driver's License
- Great attitude & plenty of enthusiasm
- Live in or near assigned territory – Current open territory includes northern Cook, Kane & DuPage counties and Lake County in Illinois.

Please email resume to: jmcfarland@hi-reach.com and find us at: www.Hi-Reach.com