

## JOB DESCRIPTION

**Title:** Outside Sales Position, Paso Robles **Reports to:** Branch Manager

### Summary:

Cal West Rain is seeking a motivated, experience outside sales person to expand our current business, enlarge sales territory, and represent the company in a professional manner consistent with our core values of integrity, respectfulness, teamwork, and passion for excellence.

### Objectives:

- Strengthen sales in current sales areas
- Expand sales territory north into Monterey County and South into Santa Maria area
- Represent Cal West Rain in a professional manner

### Responsibilities:

- Portray Cal West Rain as industry leader and in professional manner
- Develop new customer relationships and strengthen market share in current sales area
- Expand current sales area to North and South of current areas
- Promote service and support sales streams
- Work with current team to meet customer's expectations
- Assist current team in managing projects
- Select and design products for pumping needs
- Design and sell irrigation systems for drip, sprinkler, frost or flood
- Sales of well and reservoir pump repair
- Maintain accurate sales reports
- Communicate current market conditions to management

### Requirements:

- Highly motivated team player with a desire to succeed at a high level
- High level of integrity
- Ability to relate and communicate well with ag customers
- Understanding of both pump and irrigation system operation and design
- Ability to prepare quotes
- Clean DMV record (driving is required)
- 4-year degree preferred
- Minimum of 3-5-year experience in Ag pump/irrigation or related industry

### Compensation:

- Competitive Base Salary plus Bonus and incentives to be determined
- Health care and 401(k)
- Vehicle for company use (alternative plans also available)

**Contact:** Jeff Oliver [jeff@oliverSC.com](mailto:jeff@oliverSC.com) 559-434-8500