

Job Title

Trek Inc. is currently seeking a “**West Regional Sales Associate**” to expand Trek’s undercarriage and non-undercarriage market share in the west coast.

Job Location

California or Nevada

Company Description

Trek Inc., the subsidiary company of DCF Group, was founded in 1957. Since then Trek, has grown into one of the nation's leading undercarriage distribution companies, with its focus on heavy machinery undercarriage aftermarket parts. Trek has strategically placed it self all over US and Canada with 7 branches in the US and 3 branches in Canada.

Trek takes pride in its products and providing quality undercarriage and engine parts to the market has been Trek’s mission since day one. It has established its brand name as quality built product. By using the company's vast global network, Trek is now poised to take another giant leap forward, as it positions itself to become a global leader in the twenty-first century, fully committed to create better products and services.

Job Description

We are looking for someone who is willing to travel in the western territory of US and increase sales/market share on undercarriage and non-undercarriage parts (track chains, rubber tracks, GET, etc). This position will entail (but not limited to) market research, develop new customer base, maintain current customer relations, arrange and travel for meetings, and *ad hoc* any special requests from the customer and supervisor.

Responsibilities

- Establish a sales objective for each customer and region
- Travel domestically (80%+) and keep close relationship with the customer base
- Use creative approach method to contact/create new customer base
- Plan and arrange meetings with current customers
- Achieve forecasted plan on customer visits/possible sales/market study

Benefit/Perks

Salary DOE, Bonus, 401k, Medical, Dental, Vision, Cell phone allowance, Laptop

Qualification

Career: 5+ years of sales experience in heavy machinery industry, knowledge in undercarriage or non-undercarriage parts is a plus.

Preference: communication skills, self-motivated, persistent, organize, creative

How to Apply

Please send your resume/cover letter to spark@trekdirect.com

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