



International Sales Position

Functions: Dealer Sales Support

- Assists in developing and working a Morbark dealer support strategy
- Assists in creating a growth strategy for the dealers
- Assists with product development, specifically communicating international dealers' needs
- Assists in training
- Is an asset for closing sales with dealer personnel
- Closes sales in open territories

General Performance Expectations:

- Cooperates with Morbark managers via oral and written communications, presentations and meetings
- Has the appropriate contact with dealer personnel (i.e. daily)
- Strengthens Morbark awareness at the branch and executive levels of dealerships
- Continually learn and utilize all Morbark and competitive features, benefits and strategies with emphasis on technical specifications
- Scores above 80% in dealer surveys regarding the effectiveness of his support
- Publically supports Morbark goals with dealers
- Provides feedback and written plans when requested for continuous improvements for dealers and Morbark
- The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this classification. They are not intended to be construed as an exhaustive list of all duties.

Job Requirements:

- Ability and willingness to travel a minimum of 1 week per month plus weekends where needed
- Work from Morbark's headquarters in Winn, Michigan
- Willingness to handle calls and emails at night and weekends
- Possess excellent written and verbal communication skills

Preferred Job Requirements:

- Previous equipment sales experience
- Speak Spanish and Portuguese
- Knowledge of Forestry Harvesting Economics

To join the Morbark staff, please submit a resume to <mailto:jobs@morbark.com> with the position title listed above in the subject line of your email.