

Argentina Jobs Expertini®

Sales Executive (Remote Potential)

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Company: Amynta Group

Location: Argentina

Category: computer-and-mathematical

We're thrilled that you are interested in joining us here at the Amynta Group!

We are seeking a Sales Executive (Sales Manager) to join our team.

This fully remote position is responsible for the new sales, growth & development of an assigned portfolio. Working with stakeholders from Underwriting, Legal, claims, Actuarial, Marketing, and IT, you will deliver world-class F&I sales for agricultural, construction, and material handling equipment.

Under moderate supervision, this sales manager will drive and be accountable for execution of all aspects of sales growth for their portfolio.

Responsibilities:

Drives sales for their portfolio. Key activities include channel development, pipeline management, sales qualification, CRM utilization, dealer development, dealer contracting, dealer training, SG&A management and front line product support,

Drives monthly and annual sales goals and objectives, meeting sales goals for their portfolio and contributing to goal achievement

Serves as the voice of the customer, encouraging all divisions to develop and deliver a dealer-centered experience

Participates in industry conferences and related marketing opportunities

Implements continuous improvement activities, delivering improved operational processes, increased efficiency, and improved sales conversion rates.

Engages with claims, marketing, clients and dealers to obtain market trends, competitive analyses, and competitive pricing feedback.

Maintains knowledge of contract terms and conditions and partners with underwriting and claims to suggest modifications to contract terms and conditions to improve the product.

Active participation on the Sales team.

Requirements / Skills:

Bachelor's degree preferred but not required

3+ years of relevant experience in sales.

Sales experience for heavy equipment extended service contracts and related insurance products is a plus but is not required.

Property and Casualty Insurance license preferred, must be obtained after hiring.

Experience with Excel, Word, Outlook, and PowerPoint. Experience with CRM tools like Salesforce is a plus. Business intelligence tools like PowerBI/Tableau/Qlik are a plus.

Ability to travel up to 70% as required

Demonstrated experience as follows:
Implement policies and procedures
Executing multiple projects
Delegating routine tasks
Delivering communications internally and externally to a broad audience
Complex technical expertise
Broad heavy equipment industry knowledge, including industry trends
Execution of functional strategy – Intermediate

Personal Attributes:

Ability to work in a fast-paced environment concurrently on multiple projects with varying deadlines

Comfortable/encouraging in constructive debate and discussion – unafraid to challenge the status quo

Ability to perceive needs in a team setting

Commitment to excellence – quality, detail and deadline driven

An entrepreneurial mindset and take ownership attitude

The Amynta Group (the “ **Company** ”) is committed to a policy of Equal Employment Opportunity and will not discriminate against an applicant or employee on the basis of any ground of discrimination protected by applicable human rights legislation. The information collected is solely used to determine suitability for employment, verify identity and maintain employment statistics on applicants.

Applicants with disabilities may be entitled to reasonable accommodation throughout the recruitment process in accordance with applicable human rights and accessibility legislation. A reasonable accommodation is an adjustment to processes, procedures, methods of conveying information and/or the physical environment, which may include the provision of additional support, in order to remove barriers a candidate may face during recruitment such that each candidate has an equal employment opportunity. The Company will accommodate a candidate to the point of undue hardship. Please inform the Company's personnel representative if you require any accommodation in the application process.

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