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# The Lumber Barn



- Large enough to meet your needs, small enough to care
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## Power Equipment Sales

Are you a solid sales pro? Do you enjoy building customer relationships that last? Are you experienced with the power equipment marketplace? Are you ready for the next step in your career? If yes, we have an outstanding opportunity for you! Call on residential and commercial contractors in the Lake Sunapee region selling Stihl's full product line. Build relationships, negotiate pricing, and carry out an aggressive sales strategy that serves the customers and increases market share. Be a vital part of a small team of our Retail Store staff.

### Job Responsibilities:

- Proactively grow and manage local contractor and small business accounts
- Prepare and communicate quotes, terms, service, and dates to customers
- Increase and maintain a strong network of industry relationships
- Ensure each customer receives outstanding service
- Maintain awareness of all promotions and advertisements
- Assist in the training and development of peers
- Uphold merchandising and store cleanliness standards
- Participate in the processing of new shipments and help the team to keep the receiving and back stock area clean and organized
- Enthusiastically engage in Stihl's product training and seek out ways to improve through Stihl's certification program
- Aid customers in locating merchandising in store, as well as processing special orders

### Job Qualifications:

- Recent or current experience in the power equipment industry
- Successful sales and account management experience
- Strong knowledge of power equipment
- Sales and marketing experience with retail programs
- Establishing relationships and collaborating with customers
- A commitment to service excellence and customer satisfaction
- Must be able to lift 65 pounds frequently to load and unload customer orders
- Ability to stand for an extended period of time
- Move and handle boxes of merchandise and fixtures throughout the store
- High personal and professional integrity
- Buying experience, a plus
- Knowledge of retail computer systems, a plus

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Working hours are Monday through Saturday between 7 AM to 5 PM. No Sundays. Because our customers are the heart of our business, you will want to assist the store and yard staff as needed. This position is eligible for benefits such as medical (including a fully funded option), dental, vision, disability, 401(k) with a company match, paid vacation time and holidays and other benefits.

If you are interested in applying for this position, please send an email to [jenny@lumberbarn.com](mailto:jenny@lumberbarn.com).