

United States Jobs Expertini®

CAT Detect Specialist

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Company: Wagner Equipment

Location: Aurora

Category: business-and-financial-operations

Job Details

Description

Would you like to be part of a focused, dedicated team? Do you want to work and grow with other motivated, ambitious people?

Wagner Equipment Co. offers challenging career opportunities, extensive training and employee development along with an opportunity to grow your career and thrive under Wagner's reputation for excellence. We offer excellent benefits and supply you with the tools you need to maximize your potential and grow within Wagner.

Benefits include:

Paid Time Off (PTO) Plan - Up to **96 hours** of PTO in your first year + 8 company paid holidays

Medical, dental, and vision insurance

Life and AD&D Insurance

Retirement Plans **401k** and **Roth 401K**, eligible employees can receive a company contribution up to **7%**

Tuition Reimbursement

Employee Assistance Program (EAP)

CEFCU- Citizens Equity First Credit Union - Employees have access to services include

payroll deductions savings, accounts, loans, VISA card, and more.

Additional Benefits include: Unum Supplemental life Insurance, Aflac Critical Illness + Accidental Insurance, ID WatchDog and discounted employee phone plans.

The primary role of the CAT Detect Specialist is to be the company's expert in CAT Detect Products. This role involves troubleshooting, supporting our sales team, and customers on the following CAT Technology Products: CAT Detect Driver Safety System, CAT Detect with Surround Vision, CAT Detect with Smart Camera, CAT Seatbelt Reminder, and Electronic Fencing. This role will help maximize machine, parts, and service business and support the earthmoving salespeople by ensuring they are trained to be conversant in the technology and able to sell the value proposition.

Pay Rate: \$67,000.00 - \$93,000.00 Annually

Pay rate is dependent upon education and experience.

Essential Functions:

Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions.

Perform research tasks for Sales Management as requested, including factory calls and availability questions to assist sales reps and customers.

Perform quoting tasks.

Be the company liaison for CAT Safety product issues (to include advisory group participation when applicable), and any additional matters that arise with the products. This will require constant internal and external monitoring of problems and opportunities concerning the product line.

Assist with trade shows, open houses, sales meetings, and other similar events.

Function as the internal "go to" contact on behalf of Sales Reps in expediting information and follow-up to ensure customer expectations are met.

Train Sales Reps on the product line, features and selling techniques.

As assigned, evaluates, and analyzes business opportunities for the company and delivers key performance indicators (KPI) on recommendations and expected outcomes.

Help implement strategic plans and develop the marketing plans for the Technology Market Segment.

Answer phone calls for customers, prospects and consultants requesting technical, price or machine availability information.

Meet with perspective walk-in customers to assess customer's needs and equipment interest and obtains credit information to satisfy the customer until appropriate salesperson can be contacted.

Work with the sales force and customers to demonstrate CAT Safety products in the field when necessary.

Develop and recommend strategies for PINS.

Assist Sales Management in analyzing lost sales data (UCC reports, proactive reports, etc.) in a method that clarifies the status of our PINS.

Assist sales reps, rental reps and product support reps focusing on Safety Technology products to support growth plans in PINS, PRRO, Parts STU's and Services Growth.

Develop and grow business relationships with Automation and Autonomy business group to include CI Technology personnel.

Help develop, and participate in sales meetings, sales training, demonstrations, etc.

Promoter and facilitator of the CAT CI Technology business both external and internal.

Ability to communicate Wagner's Technology vision to our employees.

Other duties as assigned by manager.

Required Education and Experience:

High School Diploma or GED

College Degree Preferred: Bachelor's degree in business administration or engineering or an equivalent Combination of education and experience.

Three years selling experience in the Construction Equipment or Technology industry.

3-5 years administrative/clerical experience

3-5 years customer service experience

3-5 years technical or mechanical experience

Physical Demands & Competencies:

Standing, walking, talking, sitting, use of hands & hearing

Medium work that includes lifting and/or moving objects up to 32 pounds or more

Data Entry, telephone, reading/writing, reasoning, organizational, communication & math skills

Safety & Product Knowledge

Travel Requirements:

25% to 50%

Work Environment:

Works indoors and outdoors

Other Duties:

Job Offers are contingent upon all required pre-employment screenings which may include but are not limited to background checks, drug/alcohol testing, fit for duty testing, and any other job-related tests/screenings.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently.

Wagner Equipment Co. is an EEO/AA/Veterans/Disabled employer.

Qualifications

Skills

Behaviors

Motivations

Education

Experience

Licenses & Certifications

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities

The contractor will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the contractor's legal duty to furnish information. 41 CFR 60-1.35(c)

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