



Material Handling Sales Specialist

Winchester Equipment Company, is seeking a full-time **Material Handling Sales Specialist** to represent a range of **industry-leading material handling and access equipment**. While Toyota is our flagship line, this role may also support other product offerings across the category (JLG, Genie and more).

This position is ideal for someone who enjoys being in the field, building strong customer relationships and helping businesses find the right equipment solutions to support their operations.

What You'll Do

As a Material Handling Sales Specialist, you will:

- Build strong, long-term relationships with customers in your territory
- Identify customer needs and recommend the right equipment solutions
- Drive sales growth by promoting material handling and access equipment offerings
- Manage accounts, opportunities and activity using CRM and sales tools
- Represent Winchester Equipment Co. professionally in the field (**company vehicle provided**)
- Coordinate and support **customer training requests** within your territory (scheduling, communication and follow-through)
- Work closely with internal departments to ensure a smooth customer experience from quote to delivery

What We're Looking For

- Proven sales track record (Material Handling industry preferred)
- Excellent communication and customer service skills
- Proficiency with computer applications and CRM systems
- Valid driver's license and clean driving record

What We Offer

- Competitive wages and performance-driven incentives
- Comprehensive benefits: health, dental, vision, and life insurance
- Short- and Long-Term Disability
- Paid holidays and Paid Time Off (PTO)
- 401(k) with company match and profit sharing
- Company vehicle, laptop, and cell phone
- Training and professional development opportunities
- Annual Boot allowance

Ready to Apply?

Be part of a supportive, growth-oriented team where your success matters.

[APPLY NOW](#)

 Harrisonburg, VA

EOE Tobacco Free Workplace