



Sales Specialist

Valley Equipment Co., a division of Winchester Equipment Co., is looking for a full-time Sales Specialist to represent top-tier agricultural and construction equipment in sales, rentals, and service.

What You'll Do

- Build strong, long-term customer relationships by understanding needs and following through.
- Grow your territory by promoting Bobcat and Kubota equipment solutions (plus the service support behind them).
- Manage customer accounts, opportunities, and activity using CRM and sales tools.
- Work in the field daily (company vehicle provided), visiting job sites, farms, and customer locations.
- Represent Valley Equipment Co. professionally and reliably as a trusted local resource.

What We're Looking For

- Proven sales experience (equipment/industrial/ag preferred, but not required).
- Strong communication skills – you're confident, responsive, and easy to work with.
- Comfort using technology (CRM, email, basic computer applications).
- Valid driver's license and clean driving record.
- Self-motivated, organized, and able to manage time/territory effectively.

What We Offer

- Competitive pay + performance incentives
- Benefits: health, dental, vision, life, short/long-term disability
- PTO + paid holidays
- 401(k) with match + profit sharing
- Company vehicle + laptop + cell phone
- Training/development + 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