

Job Description

Position: Sales Representative

Company: S.C. Farm Bureau Services, LLC

Key Objective: To work with existing customers as well as surface new accounts in support of sales and member service for the Farm Bureau Products Program.

Company Profile: South Carolina Farm Bureau Services, LLC is a products company and one of South Carolina Farm Bureau's Member Benefits. The company, founded in 1964 as a service-to-member program, is today located in West Columbia, SC, in a 50,000 square foot warehouse. The Services program offers passenger, pickup, medium truck and tractor tires, liquitube tire sealant, batteries and lubricants, baling twines, net wraps and tillage tools, disc harrow blades, bearings and roller chains, cutting parts for hay equipment or combines, and agricultural pumps, to its members at discounted prices. The company has worked hard through five decades to create savings and value for Farm Bureau members.

Major Duties & Responsibilities

Duties include, but are not limited to:

- Handling incoming product and/or service inquiries from phone and walk-in customers.
- Making a daily call list to solicit customer orders for the following day's delivery run.
- Entering orders into computer system / researching previous sales history.
- Searching out product solutions for customers both inside and outside the normal list of items offered through the program.
- Maintaining an awareness of offerings by suppliers & competitors in support of company product selection and pricing strategies.
- Working within Farm Bureau's system to search out and solicit new customers.
- Aid in the monitoring and collection of customer account balances.

Desired Attributes

- Excellent character
- Basic computer skills
- Ability to communicate in a friendly manner, and establish trust within customer base.
- Ability to function in a sometimes hectic, last minute sales environment.
- Ability to recognize and prioritize tasks needing to be accomplished in order to see those tasks through to completion.
- Experience within agricultural, automotive or construction industries would be very helpful.
- Experience within wholesale and/or retail tire distribution would also be helpful.

Physical Requirements & Working Environment

- Duties require unloading trucks with farm bureau products to include heavy tires for vehicles and tractors and other heavy products.
- Must be able to lift a minimum of 50 – 75 pounds unassisted.
- Working environment is a warehouse facility that is open to the weather elements.
- Duties include on-call, outside normal business hours access for members.

Compensation

- Exempt position, Salary Range \$33,000 - \$38,500 per year

Submit a cover letter and resume to:

South Carolina Farm Bureau Federation

Attn: Betty Meadows

PO Box 754

Columbia, SC 29202-0754

Or by Email to: bmeadows@scfb.org