

# Account Manager

MachineryPete.com in Chicago, IL 60608 USA

## **Compensation**

\$40,000 Annually

## **Benefits Offered**

401K, Vision, Life, Medical, Dental

## **Employment Type**

Full-Time

## **Summary:**

The Machinery Pete Account Manager will work directly with existing customers of used farm equipment dealers and their stores providing daily customer support and training, reviewing their monthly performance, and offering them additional marketing services to increase their overall dealership success.

## **Key Responsibilities:**

- Maintain regular contact with new dealer store customers and train, educate them on MP tools and services
- Fulfilling Email Campaign/Banner Ads and Retargeting Reports
- Handle inbound calls from dealer store customers regarding MP products and services
- Make outbound calls to existing customers to upsell
- Work with Territory Managers to facilitate the onboarding of new customers
- Understand the MP systems to provide knowledgeable support to dealers and stores
- Track and record daily activities into SalesForce.com (requirement)

## **Education/Skills/Professional Experience:**

- Bachelor's Degree in business preferred/or equivalent experience
- Ability to create strong relationships over the phone and communicate effectively
- Excellent customer service and strong written and verbal communication
- Demonstrate a tremendous work ethic while maintaining a positive and upbeat attitude
- Ability to maintain a high level of activity to produce results in a team environment
- Working knowledge of SalesForce.com and Excel preferred

**About MachineryPete.com:**

MachineryPete.com is the fastest-growing marketplace for buyers and sellers of used farm equipment offering farmers a vast selection of equipment listings in one place with innovative search tools that make it easy and fast to find relevant equipment.

Founded in 1989 by Greg Peterson, Machinery Pete has come a long way since its beginnings in Greg Peterson's home office in Rochester, Minn., where he passionately researched, tracked and reported on auction prices. In 2014 Farm Journal and Machinery Pete partnered to provide a more efficient marketplace for buying and selling used ag equipment.

In July of 2015, MachineryPete.com launched its marketplace with leading edge marketing solutions for dealers, informed and built with the online equipment shopper in mind and creates meaningful connections between buyers and sellers. The company is headquartered in Chicago, Ill.