



Agricultural Drainage Tile Sales Consultant

Remote

\$75k-\$125k

Position Summary

The Agricultural Drainage Tile Sales Consultant reports to McCain's president and is responsible for securing and managing drainage tile projects. You would be responsible for creating strategic sales initiatives, managing bidding processes, and organizing and attending promotional events. The position is primarily based in IN, KY, and TN, and involves collaborating with the Tile Superintendent to develop project designs, estimates, and proposals. You will also engage in supply procurement, negotiation, and project scheduling to ensure that all documentation is meticulously handled in an organized and timely manner.

Candidates must be located in southeast Indiana between Louisville and Indianapolis.

Apply on our website at mccainbros.com/careers/application

Responsibilities

- Manage sales plans and pricing, including estimates, procurement, quality control, survey & design, preliminary invoicing, and record management.
- Develop branding and marketing strategies for the Drainage Division to include social media and online advertising.
- Organize and attend trade shows and field-day events.
- Partner with the superintendent to provide operations support.

Skills/Capabilities

- You demonstrate a personable and trustworthy attitude.
- You have excellent communication skills and leadership qualities.
- You're self-motivated with a figure-it-out attitude and a knack for managing resources efficiently.
- You use your creativity to bring new ideas to the table and have a desire to learn.
- You're organized and prompt.



Benefits

- Health, dental, and vision insurance
- Matching 401(k)
- Paid vacation time
- Seven paid holidays
- On-the-job training and educational opportunities (Trimble GPS training, Safety/OSHA training, CPR/First Aid, and leadership/business training)