



Truck Equipment Sales

Position Summary: The **Vocational Vehicle Consultant** will be responsible for identifying, developing, and maintaining business growth through the following market segments: franchised OEM dealerships, governmental agencies (local/state), fleets (local/regional), and others as identified. In addition, build relationships with other internal departments to successfully drive the business in a harmonized manner.

Essential Job Functions and Duties:

- Drive relationships & business opportunities within a 50-100 mile radius of location
- Analyze client needs, opportunities, current & future market trends to drive responsible opportunities/business/growth for the company.
- Develop & maintain a working knowledge/understanding of competitors (incumbents/others)
- Represent the company at events/meetings within the 50-100 mile radius of location.
- Identify opportunities to be involved with clients & vendors at events/meetings.
- Maintain all related contact & opportunity information within CRM system.
- Always drive towards the O'Reilly Equipment Mission Statement
- Other duties as required.

Position Qualifications and Entrance Requirements:

- High School Diploma or equivalent required; Bachelor's Degree preferred
- Five (5) years plus experience in business development environments and their related areas is preferred
- Strong knowledge of vehicles platforms (van/lite truck/trailer) & understanding of upfitting

Skills/Abilities:

- Proficient with Microsoft Office Suite or related software.
- Strong customer FIRST mentality.
- Solid verbal, written, interpersonal communication skills are required.
- Ability to complete multiple tasks simultaneously.
- Able to work independently as well as with a team and collaborate with internal and external customers.
- Friendly demeanor with good energy and a positive attitude.
- Maintain a valid driver's license.
- Candidates must successfully complete criminal and motor vehicle background checks

Physical Demands/Work Environment:

- Able to function capably in an office environment using standard equipment (telephones, fax machines, computers, copiers, etc.)
- Must be able to complete office-related physical activities (walking, standing, talking, hearing, pushing, reaching, seeing, stooping/crouching) as needed.

- Experience working remotely and independently.
- Ability to travel as needed, expected “in-front of client” time is 2-3 days per week
- Participate in required company safety programs, training, and PPE guidelines.