

## **Heavy Equipment Off Site Territory Sales Leader IRAY Auction Company**

Minnesota Tri-State and Surrounding Area

IRAY Auction Company is seeking a motivated outside sales professional to secure heavy equipment and fleet consignments for auction across the Minnesota tri-state region.

This role is designed for industry professionals who want autonomy, protected accounts, and unlimited earning potential.

### **Role Description:**

- Travel within the Minnesota tri-state area to meet contractors, ag operations, fleets, and municipalities
- Secure heavy equipment for upcoming auctions
- Build and maintain long-term seller relationships
- Follow up on leads and maintain consistent communication with contacts
- Attend weekly lead review meetings
- Complete 2-day in-office onboarding training at Foley, MN office

### **Benefits of working with IRAY:**

- Uncapped earning potential
- True account ownership, your relationships are protected
- Territory stability, success does not reduce your region
- Entrepreneurial freedom, set your own schedule
- Opportunity to build long-term, repeat business
- You will have a personal representative helping:
  - Set appointments
  - Assist with lead generation
  - Support your day-to-day outreach
- Access to a system for managing contacts and equipment listings
- Internal communication board to share opportunities and inventory
- A structured process that helps you stay organized and productive

### **Compensation Structure**

- Performance based earnings with strong upside potential
- Flexible structure based on experience and role fit
- Opportunity for a hybrid compensation model as you grow within the company

### **Ideal Candidate:**

- Existing industry contacts preferred
- Comfortable prospecting and visiting job sites
- Self-motivated and disciplined
- Able to manage income fluctuations typical of commission roles
- Long-term mindset focused on building a territory

### **Qualifications:**

- Must reside within the Minnesota tri-state region
- Willingness to travel for in-person business development
- Experience in heavy equipment, construction, agricultural, or rental sales
- Strong Communication and Customer Service skills

- Proven experience in Sales and Sales Management

**To Apply:**

**Email: [Nina@iraymn.com](mailto:Nina@iraymn.com)**

Please submit:

- Resume
- Brief summary of your industry experience