

We are looking for one DM Trainee (immediately) and will probably need several more this year (can be May grads). Please respond to me by email if interested. Thank You.

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### **District Sales Manager Trainee Territory TBD**

Doosan Infracore Construction Equipment is an industry leader in the engineering, manufacturing, and marketing of compact and heavy construction equipment, attachments, air compressors, lighting systems, generators and articulated dump trucks. Doosan Infracore Construction Equipment is a global alliance focused on delivering best-in-class products and services. It represents world-renowned brands, including Doosan, Bobcat, Montabert, Geith, Tramac, Doosan Moxy and Doosan Infracore Portable Power.

Where ever you find us, you'll hear the sound of progress, see the results of our people, and feel the rhythm of transformation in everything that we do. Doosan's "2G strategy" represents our belief in the growth of business through the growth of people. Doosan Infracore Construction Equipment is part of the Doosan Group, which employs over 35,000 people worldwide.

#### **POSITION OBJECTIVE:**

Day-to-day responsibilities will involve activities aimed at developing the individual for a District Sales Manager territory position.

This will entail extensive travel, observing district sales managers in everyday activities, and other assignments as noted below.

#### **PRINCIPAL RESPONSIBILITIES:**

- The individual may be assigned to a training territory to experience job requirements first hand by calling on the territory's dealers, working with them on day-to-day issues.
- During the training period, the individual will learn details of products, accessories and services as well as the marketing/business functions and other job requirements of a District Sales Manager.
- As product competencies develop, the individual may assist in the training of dealer sales specialists both individually and in group situations. Duties may also include product demonstrations, participation in dealer open houses,

trade shows and fairs, answering phone questions as well as participating in market research products.

- Candidate must be willing to travel extensively on a weekly basis. Limited travel over weekends may be required.
- Some mechanical work and moderate lifting may be required from time to time.
- At completion of training program, the individual must be willing to relocate in one of the 32 Bobcat sales district territories in the United States and Canada. As well the individual will agree to possible relocation 3-4 years after the initial assignment.

**FORMAL EDUCATION REQUIREMENT:**

Bachelors Degree in Business Administration, Marketing, Engineering or related field

**EXPERIENCE NECESSARY:**

0-2 years of experience

Experience as a Business Manager

Demonstrated personal computer skills are essential.

A background/aptitude in agricultural, construction or industrial.

Must be able to operate construction machinery and drive a truck.

Possession of a valid driver's license is required.

Must have the ability to acquire a North Dakota Commercial Drivers License.

Doosan is committed to a diverse workforce and is an Equal Opportunity Employer. Individuals with disabilities who require a reasonable accommodation in the application process or who need assistance accessing the information on this website should call 701-476-4263.

Doosan is not seeking assistance or accepting unsolicited resumes from search firms/agencies for this employment opportunity unless contracted with the Staffing Department. Agencies must work directly with Staffing as the primary point of contact and follow the Doosan application process to be considered for business. Regardless of past practice, all resumes submitted by search firms to any employee at Doosan via-email, the internet or directly to hiring managers at Doosan in any form without a valid written agreement in place will be deemed the sole property of Doosan, and no fee will be paid in the event the candidate is hired by Doosan as a result of the referral or through other means. Note: Any agreement entered into with Doosan before September 2010 is null and void. Search firms are essential to the recruitment and staffing efforts at Doosan and we value the partnerships we have built with our preferred vendors. For this reason, Doosan has established and regularly maintains a preferred vendor list. Thank you for your cooperation on this matter.