

ISOM TRACTOR

NOW HIRING / COMMERCIAL & MUNICIPAL SALES

Outside Sales Representative

LOCATION	TERRITORY	POSITION
Tye, Texas	Abilene, Big Country & West Texas	Full-time Field sales

THE OPPORTUNITY

Isom Tractor is seeking a motivated, relationship-driven outside sales professional to grow our commercial mowing, professional landscaping and municipal equipment business. This role focuses on generating new accounts, conducting on-site demonstrations, developing fleet relationships and helping customers select productive, dependable equipment.

EQUIPMENT FOCUS

Commercial zero-turn and stand-on mowers | Professional landscaping and grounds maintenance equipment | Compact tractors | Tractor implements, mowing attachments and accessories

WHO YOU WILL SERVE

Commercial landscape and mowing contractors; property management and facility maintenance companies; cities and counties; parks and recreation and public works departments; school districts, universities and other institutional grounds teams.

KEY RESPONSIBILITIES

- Prospect and develop new commercial, fleet and municipal accounts through field visits, referrals, networking and targeted outreach.
- Build relationships with landscape business owners, fleet managers, purchasing officers, parks directors and public works personnel.
- Conduct job-site equipment demonstrations and recommend solutions based on terrain, acreage, productivity, operating hours and maintenance needs.
- Prepare quotes and proposals; coordinate pricing, trade-ins, financing options and equipment delivery with dealership management.
- Identify fleet replacement cycles, municipal budget timelines, bid opportunities and cooperative purchasing opportunities.
- Coordinate with parts and service teams to support customer uptime, retention and repeat equipment purchases.
- Maintain an accurate pipeline of customer contacts, sales activities, proposals and follow-up commitments.

MUNICIPAL & INSTITUTIONAL SALES

- Develop relationships with cities, counties, school districts, parks departments and public agencies.
- Track requests for quotes, competitive bids, specifications and anticipated purchase dates.
- Assist with demonstrations, equipment evaluations and procurement documentation in coordination with dealership leadership.

QUALIFICATIONS

- Outside sales or business-to-business experience preferred; commercial equipment or landscaping industry experience is especially valuable.
- Strong prospecting, communication, presentation, negotiation and relationship-management skills.
- Ability to independently manage a sales territory and consistently follow through with customers.
- Comfort with CRM tools, quotations and equipment specifications; valid driver's license and acceptable driving record.
- Municipal purchasing, fleet account or government bid experience is a plus.

HOW SUCCESS IS MEASURED

Profitable equipment sales, new qualified accounts, prospect visits, equipment demonstrations, commercial fleet development, municipal opportunities, repeat business and territory growth.

COMPENSATION & WORK ENVIRONMENT

Base salary plus gross-profit-based sales commission and potential performance incentives. Approved travel expenses or vehicle allowance and manufacturer training may be provided according to company policy. This is a field-focused position with regular customer visits and occasional evening or weekend events.

BUILD YOUR TERRITORY WITH ISOM TRACTOR
325-272-3442 | isomtractor.com | Tye, Texas

Isom Tractor is an equal opportunity employer.