

Brandon Fletcher

Parts Sales Representative

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SUMMARY

Parts Sales Representative with 5 years in equipment parts at an agricultural and construction dealer, covering 150 farm and contractor accounts. Brings mechanical aptitude from 2 years as a service technician, deep product knowledge of tractors and loaders, and strong customer service skills that drive steady parts sales growth.

SKILLS

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|-----------------------|------------------------|---------------------------|
| • Parts Sales | • Parts Identification | • Microsoft Office |
| • Product Knowledge | • Account Management | • Customer Service Skills |
| • Mechanical Aptitude | • Hydraulics | • Communication Skills |

EXPERIENCE

Parts Sales Representative

01/2023 - Present

Platte Valley Equipment

Omaha, NE

Inside and outside parts sales for a 3-branch farm and construction equipment dealer.

- Grow parts sales across **150** farm and contractor accounts from \$1.6M to \$2.1M a year.
- Conduct 12 on-site visits a week for account management, reviewing fleets and planning pre-season repair orders.
- Handle parts identification from serial numbers and exploded diagrams for 40 phone and email requests a day.
- Track sales and quote follow-ups in Microsoft Office and the dealer system, closing 55% of open quotes.

Parts Counter Sales

06/2021 - 12/2022

Platte Valley Equipment

Omaha, NE

Front and back counter at the main branch.

- Sold \$45,000 a month in counter parts to farmers and contractors.
- Pulled and shipped 30 orders a day to 3 branch stores.
- Set up a seasonal stocking list for planter parts that cut spring back-orders by 25%.
- Answered technician questions on 20 work orders a day at the back counter.

Service Technician

06/2019 - 05/2021

Elkhorn Ag Repair

Elkhorn, NE

Field and shop repair of farm equipment.

- Repaired hydraulics, drivetrains and electrical systems on 6 tractors a week.
- Diagnosed engine faults with dealer software on 100+ machines.
- Requested parts for every repair, learning part numbers for 3 equipment lines.

EDUCATION

Associate of Applied Science

Southeast Community College

Diesel Technology

Milford, NE

05/2019