



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/02

Representant des ventes / Outside sales representative

Job ID	5000451982506-6434	
Web Address	https://careers.indigenous.link/viewjob?jobname=5000451982506-6434	
Company	United Rentals	
Location	Anjou, QC	
Date Posted	From: 2019-01-18	To: 2050-01-01
Job	Type: Full-time	Category: Transportation

Description

En tant que représentant commercial itinérant à United Rentals, vous serez la voix et le point de contact initial pour notre entreprise chef de file dans l'industrie. Nous nous fierons sur vous pour utiliser vos compétences exceptionnelles en vente et en consultation pour comprendre les besoins des parties intéressées et de les convertir en clients fidèles. Vous devez être ambitieux et sociable, et aimer communiquer avec la clientèle, créer des relations et vendre notre équipement et nos services. Votre avantage Nous sommes le plus grand fournisseur de location d'équipement au monde et notre actif se chiffre à environ 9 milliards de dollars, et nous soutenons vos efforts à 100 %. Il s'agit d'une excellente occasion d'élargir votre carrière et vos revenus avec le leader qui a établi les normes de l'excellence de l'industrie. United Rentals, the largest equipment rental company in the world, is offering an exciting opportunity for a Sales Representative within our Power and HVAC Division ready to grow his/her career with the leader in the industry. To continue our tremendous success and growth, we are searching for qualified and ambitious individuals ready to increase revenue for the branch through exceptional customer service and sales initiative. The Power and HVAC sales representative will rent and sell specialty engineered rental products, including silenced diesel generators, air-cooled chillers, air-conditioning, electric heat, desiccant dehumidification, load banks and electrical distribution. Specific duties include: * Establishes new rental accounts through phone calls and in-person visits to potential customers. * Presents a full range of turnkey services to potential customers. Works with technical staff to provide customers with job site assessments, application solutions and plans, equipment sizing, professional quote writing, credit authorization assistance, problem resolution, and follow-through. * Increases services rendered to existing accounts, through phone calls and in-person visits to customers. * Provides existing accounts with information on other products and services offered by United Rentals including other specialty product lines. * Makes formal sales presentations to customer decision-makers. Educate customers on equipment through demonstrations and personal training sessions. * Coordinates the implementation and maintenance of new services for customers * Working with branch personnel, performs equipment loads, deliveries, repairs, pickups and setups. * Assists the operations staff by following up with customers on invoices and payments. * Reports sales activity on new accounts, revenue, utilization, calls, etc., using salesforce.com and other tools. The Sales Representative Power and HVAC receives a base salary, competitive benefits package, plus a monthly commission incentive plan with no earning ceiling and the use of a company vehicle. We provide our sales representatives with the top sales technology tools, including salesforce.com and I-phone sales applications, giving them the resources to succeed. United Rentals invests in their employees through on-going training and development to enhance their skills and performance. Excellence in this challenging and rewarding position paves the way for advancement into higher level sales and management roles. * Baccalauréat ou expérience équivalente, un atout * Trois ans d'expérience en ventes * Compétences exceptionnelles en relations humaines et en communication * Excellentes capacités de planification, de résolution de problèmes et de négociation * Connaissance en construction ou en équipement relié à ce domaine, un atout * Permis de conduire valide avec dossier de conduite acceptable United Rentals, Inc. est un employeur offrant l'égalité professionnelle aux femmes, aux minorités, aux vétérans protégés, aux personnes handicapées et aux personnes handicapées. Superior customer service remains the backbone of United Rentals, therefore your willingness and ability to provide this to each customer makes you a top-notch candidate. To be qualified, the ideal candidate will have 3 years sales experience. Knowledge of construction or related equipment is preferred; however, candidates with comparable industry experience, a strong sales acumen and record of achievement will also be considered. * High intellectual abilities to sell complex products and customer solutions; * Equipment troubleshooting skills and diagnostic skills; * Ability to properly size, quote, install and maintain small less complex, and moderately complex projects; that may range from industrial process cooling, construction and water damage drying, multi-level power distribution at various voltages and large scale climate control projects. More experienced sales representatives may be assigned larger and/or more complex projects and equipment solutions; * Possess strong negotiation and selling skills, and excellent customer service skills; * Strong presentation and excellent interpersonal communication skills (verbal and written); * Possess knowledge of mechanical, hydraulic, diesel, pneumatic and other systems. * Strong planning, organizational and problem-solving skills, * Ability to work independently; * Proficiency with computer skills and MS Office (especially Word and Excel); A bachelor's degree or equivalent combination of experience and education is preferred. A valid driver's license with acceptable driving record is required. United Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled

For more information, visit United Rentals for Representant des ventes / Outside sales representative