



# 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.Links 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:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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# Job Board Posting



Careers.Indigenous.Link

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## Représentant Commercial - Key Account Manager

<b>Job ID</b>	<b>58378-8679</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=58378-8679">https://careers.indigenous.link/viewjob?jobname=58378-8679</a>	
<b>Company</b>	United Rentals	
<b>Location</b>	Anjou, Quebec	
<b>Date Posted</b>	From: 2024-02-15	To: 2050-01-01
<b>Job</b>	Type:	Category: Transportation

### Description

Great company. Great people. Great opportunities. En votre qualité de représentant commercial chargé de comptes stratégiques chez United Rentals, vous serez responsable de maximiser les bénéfices provenant des sites et des chantiers dans un portefeuille de comptes défini et de projets assignés. Vous générerez de nouveaux efforts commerciaux et effectuerez des ventes croisées avec d'autres unités commerciales. Vous devez atteindre divers objectifs et mesures de vente mensuels, trimestriels et annuels tout en travaillant dans plusieurs districts et en coordonnant les besoins de location des clients dans plusieurs unités commerciales. L'avantage Nous sommes le plus grand fournisseur de matériel de location au monde. Nous appuyerons vos efforts à 100%. Dans ce poste, vous aurez la possibilité d'avancer dans votre carrière et de faire progresser votre potentiel de rémunération, chez un chef de file qui établit les normes de référence.

Responsabilités complémentaires (liste non exhaustive) :

- Responsable de la productivité personnelle, utilisant tous les outils et systèmes de l'entreprise pour maximiser les revenus et accélérer continuellement la croissance
- Responsable du développement et de l'entretien du pipeline de revenus
- Utiliser toutes les ressources pour identifier et suivre de nouveaux clients ainsi que de nouvelles opportunités
- Développer des opportunités grâce à diverses approches, y compris, mais sans s'y limiter, les appels à froid, le travail téléphonique, l'application d'équipement et les visites consultatives, les services à valeur ajoutée, les appels conjoints et la vente croisée
- Responsable de la bonne exécution des étapes du processus de vente dans les comptes et projets assignés
- Étudier minutieusement les besoins et les attentes des clients
- Développer et présenter des propositions de solutions aux clients
- Développer des relations clients à long terme basées sur la contribution au succès des clients grâce à des performances constamment supérieures, un service de premier ordre, un travail d'équipe et un professionnalisme
- Si nécessaire, s'associer avec les représentants commerciaux appropriés chargés des comptes stratégiques afin d'identifier les comptes nationaux, stratégiques et gouvernementaux, qualifier et quantifier les attentes des clients, les dépenses de location et les projets/sites

Autres responsabilités en fonction des besoins

Exigences du poste :

- Baccalauréat souhaité
- Compétences commerciales éprouvées dans des environnements transactionnels et de vente relationnelle
- Capacité à lire, analyser et comprendre les publications et documents de l'industrie (Dodge leads, schémas, rapports PEC, etc.)
- Connaissances de l'équipement de construction et des applications
- Permis de conduire en cours de validité et dossier de conduite acceptable
- Solides compétences tournées vers les ventes, le service à la clientèle, l'établissement de relations, la planification, la résolution des problèmes et l'organisation
- Bonnes connaissances informatiques et utilisation des logiciels d'entreprise
- Solides compétences en travail d'équipe et interpersonnelles

Ce poste est considéré comme un poste critique en matière de sécurité aux fins des politiques et procédures de United Rentals. **Why join us** We don't just "talk the talk!" We're an award-winning company (recently named a Glassdoor Best Place to Work in 2023) that truly cares about our people - That's why we offer best-in-class benefits and perks that will support you and your family. In addition to our health and financial plans, we also offer:

- **Account Management:** Manages assigned accounts by developing and employing a thorough understanding of customer needs, competitors, and market conditions. Targets sales calls on customers at business offices and institutional account locations to coordinate customer needs and rent equipment. Meets or exceeds rental revenue forecast without sacrificing month-over-month price improvement.
- **Retains and Grows Accounts:** Retains existing accounts by meeting customer product and service needs. Resolves customer issues efficiently and effectively, manages customer expectations and coordinates with the sales team. Matches customer needs with the right equipment and negotiates rental contracts. Ensures customer satisfaction by facilitating positive, long-term relationships with account decision makers.
- **Market Strategy:** Meets rental revenue and sales goals by developing and executing a successful business strategy to meet revenue goals.
- **Analyzes market conditions, competitive position, and potential and current customer needs** to obtain rental contracts and generate business on assigned accounts. May participate in pricing decisions within approved guidelines.
- **Sales Accountability:** Meets sales accountability requirements by preparing reports on sales results, market conditions, or account metrics.
- **May assist with collecting customer accounts or in familiarizing and training customers on equipment and vehicles.** May negotiate contracts within established guidelines.
- **Process Improvements:** Assists branch locations by implementing, sustaining, and developing quality process improvements that focus on safety, financials, operations, and customer service.

Requirements:

- Bachelor's degree or equivalent experience preferred
- Three years of sales experience
- Exceptional relationship-building and communication skills
- Strong planning, problem-solving and negotiation abilities
- Knowledge of construction or related equipment preferred
- Valid driver's license with acceptable driving record

This role includes a base salary and monthly commissions based on performance. A minimum monthly guarantee incentive is provided during the onboarding and learning process. This position is deemed Safety Sensitive for purposes of United Rentals' policies and procedures. **Why join us** We don't just "talk the talk!" We're an award-winning company (recently named a Glassdoor Best Place to Work in 2023) that truly cares about our people - That's why we offer best-in-class benefits and perks that will support you and your family. In addition to our health and financial plans, we also offer:

- Paid Parental Leave
- United Compassion Fund
- Employee Discount Program
- Career Development & Promotional Opportunities
- Additional Vacation Buy Up Program (US Only)
- Early Wage Access through Payactiv (US Hourly Only)
- Paid Sick Leave
- An inclusive and welcoming culture

Learn more about our full US benefit offerings [here](#). Mutual respect for the dignity and fundamental rights of all persons defines our culture. United Rentals, Inc. is an Equal Opportunity Employer and makes employment decisions regardless of race, color, religion, sex, national origin, age, genetic information, citizenship status, veteran status, sexual orientation, gender identity, disability, or any other status protected by law. If you need a reasonable accommodation at any point of the application process, please email [careers@ur.com](mailto:careers@ur.com) for assistance. United Rentals consists of a wide variety of roles with different duties and responsibilities. The actual pay rate offered to candidates varies depending upon a wide range of factors including specific position, education, training, experience, skills, and ability.

For more information, visit [United Rentals for Recruitment Commercial - Key Account Manager](#)

