



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

Date Printed: 2024/07/03

Tools Product Development Manager

Job ID	59443-8565
Web Address	https://careers.indigenous.link/viewjob?jobname=59443-8565
Company	United Rentals
Location	Calgary, Alberta
Date Posted	From: 2024-03-01 To: 2050-01-01
Job	Type: Category: Transportation

Description

Great company. Great people. Great opportunities. If you'd like the chance to make your mark with the world's largest equipment rental provider, come build your future with United Rentals! As a Tools Product Development Manager at United Rentals, you will act as a single point of contact for Tools & Industrial products and services to support our internal sales team. You will be a subject matter expert resource for Tools & Industrial Solutions and provide consultative selling, training for internal customers and sales project support to customers for new and existing product lines. You will educate other Company business units on Tools & Industrial Solutions products and applications. This role supports the Southern Alberta territory. What you'll do:

- Target and focus on the development of tools market share for Tools & Industrial division within District(s) or assigned geography
- Work closely with Strategic Account Managers, Government Account Managers, National Account Managers and local Sales Representatives, to provide their larger customers Tools & Industrial Solutions custom solutions, services and knowledge expertise
- Accompany Sales Representatives, as subject matter expert, on more complex sales calls and assist Sales Representatives in selecting the proper solutions to provide the customer with the most cost effective savings
- Develop & conduct Tools & Industrial Solutions training, to create awareness to drive growth and market share
- Work closely with corporate sales/business intelligence, assist in providing leads to sales representatives using SFDC, Dodge, PEC and other information tools.
- Other duties assigned as needed

Requirements:

- Bachelor's Degree or equivalent combination of experience and education
- 7 + years of solutions sell experience preferably in the industrial sector
- Firm working knowledge of existing and up and coming Tools & Industrial Solutions products/applications and how they are used in the rental market
- Current valid driver's license with a safe driving record and the ability to travel 80% of the time within assigned territory
- Strategic selling and advanced negotiation and customer service skills
- Excellent leadership, communication, presentation, and research skills
- Able to properly assess, quote, and secure large projects through solution based selling
- Proficient with SFDC, Dodge, PEC or other CRM software; Proficiency with MS Office (specifically Word, and Excel)

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 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 Tools Product Development Manager](#)