



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 des Ventes Internes Senior/ SR Inside Sales Rep

Job ID	62801-1228	
Web Address	https://careers.indigenous.link/viewjob?jobname=62801-1228	
Company	United Rentals	
Location	Saint-Laurent, Quebec	
Date Posted	From: 2024-05-03	To: 2050-01-01
Job	Type:	Category: Transportation

Description

Great company. Great people. Great opportunities. Représentant des Ventes Internes - 4N0002 En tant que représentant des ventes internes à United Rentals, vous serez une personne-ressource importante pour notre clientèle et un conseiller pour notre division, avec la responsabilité de suggérer des solutions à la clientèle, offrir des devis, vendre et passer des commandes pour notre équipement et nos services selon leurs besoins. Il s'agit d'un excellent poste pour un professionnel ambitieux qui a un intérêt pour notre industrie et qui peut créer des liens et offrir un service à la clientèle hors pair. Vous aurez plusieurs tâches à faire, vous apprendrez un tas de choses, et vous développerez votre capacité à produire des ventes et à assurer la croissance de la division.

Si l'avantage de vendre pour le plus grand fournisseur de location d'équipement au monde, pensez à votre avenir avec United Rentals. Joignez-vous à nous et élargissez votre carrière aussi rapidement et loin que votre ambition vous mènera que ce soit en ventes ou en opérations. Les principales tâches de la position comprennent ce qui suit :

- Traiter les devis de location, les réservations et les contrats
- Établir de nouveaux comptes de location et de vente en servant les clients sans rendez-vous et sur appel
- Négocier les prix des locations d'équipement et des fournitures des entrepreneurs conformément aux politiques et procédures de tarification
- Répartir les camions de livraison et gérer les attentes des clients concernant la livraison
- Générer des prospects pour de nouvelles affaires et communiquer les prospects avec les représentants des ventes externes
- Appel chaleureux sur les comptes perdus et/ou inactifs pour conserver leur relation.
- Maintenir une salle d'exposition propre et présentable, suffisamment approvisionnée en marchandise
- Autres tâches assignées au besoin

Les requis de la position :

- Baccalauréat ou expérience équivalente, un atout
- Compétences sociales exceptionnelles
- Forte capacité de faire plusieurs tâches dans un environnement dont le rythme est rapide
- Excellentes compétences interpersonnelles et en communication
- Attention particulière aux détails
- 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 et aux personnes handicapées. 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 Sr. Inside Sales Rep at United Rentals, you will serve as a key customer contact and consultant at our branch, with responsibility for recommending solutions to the customer, quoting, selling and fulfilling orders for our equipment and services based on their needs. It's a great job for an ambitious professional who has an interest in our industry and can build relationships and provide outstanding customer service. You'll multi-task, learn plenty and build your ability to drive sales and branch growth. What you'll do:

- Process rental quotations, reservations and contracts
- Establish new rental and sales accounts by serving walk-in and call-in customers
- Negotiate prices on equipment rentals and contractor supplies in accordance with pricing policies and procedures
- Dispatch delivery trucks and manage customer expectations regarding delivery

- Generate leads for new business and communicate leads with Outside Sales Representatives
- Mentor and train new Inside Sales Representatives
- Warm call on lost and/or dormant accounts to retain business
- Assist in branch operations by running reports, tracking progress and communicating with branch Manager or Operations Manager
- Other duties assigned as needed

Requirements:

- Bachelor's degree preferred or equivalent experience
- 3+ years inside sales experience
- Exceptional relationship-building and customer service skills
- Strong ability to multitask in a fast-paced environment
- Excellent teamwork, interpersonal and communication skills
- Keen attention to detail
- Valid driver's license with acceptable driving record

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 Représentant des Ventes Internes Senior/ SR Inside Sales Rep](#)