



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:
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Job Board Posting



Careers.Indigenous.Link

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Représentant des Ventes/Outside Sales Rep

Job ID	71059-2806	
Web Address	https://careers.indigenous.link/viewjob?jobname=71059-2806	
Company	United Rentals	
Location	Longueuil, Quebec	
Date Posted	From: 2024-10-29	To: 2050-01-01
Job	Type:	Category: Transportation

Description

Great company. Great people. Great opportunities. En votre qualité de représentant des ventes chargé des comptes externes chez United Rentals, vous êtes la voix et le premier point de communication pour une entreprise à la pointe de l'industrie. Nous compterons sur vos compétences exceptionnelles en vente et en conseil pour comprendre les besoins des acteurs intéressés et les transformer en clients fidèles. Vous êtes ambitieux et avenant, avec une affinité particulière pour le téléphone, le relationnel et la vente d'équipements et de services. 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, dont :

- Maximisation des bénéfices provenant des sites et des chantiers situés dans une zone géographique définie.
- Maintien et approfondissement des relations avec les clients existants et leurs filiales, point de communication unique pour ces types de clients.
- Prospection et qualification de nouveaux comptes à partir des comptes existants, des comptes inactifs ou des comptes non-clients, y compris les comptes concurrents.
- Collaboration avec les représentants des divisions spécialisées pour promouvoir la vente croisée lorsque cette pratique est possible.
- Préparation des plans d'action et des stratégies commerciales.
- Elaboration de diaporamas et présentation des produits et services de l'entreprise aux clients actuels et potentiels.
- Utilisation de Salesforce.com et d'autres outils de GRE pour activer un pipeline de débouchés.
- Surveillance de la concurrence, de l'état du marché et de l'élaboration des produits.
- Autres responsabilités en fonction des besoins

Exigences du poste :

- Baccalauréat ou expérience équivalente
- Trois ans d'expérience dans le commercial
- Excellentes compétences de communication et de développement des relations
- Grandes compétences en résolution de problèmes et en négociation
- Bonne connaissance du BTP et des équipements connexes souhaitée
- Permis de conduire en cours de validité et dossier de conduite acceptable

This position is deemed Safety Sensitive for purposes of United Rentals' policies and procedures. 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 an Outside Sales Rep, you will be the voice and initial point of contact for our industry leading company. We'll rely on you to use your exceptional sales and consultative skills to understand the needs of interested parties and turn them into loyal customers. You must be ambitious and outgoing, with a love for calling on customers, building relationships and selling our equipment and services. What you'll do:

- Maximize revenue from facilities and construction sites in a defined geographical territory
- Maintain and develop relationships with existing customers and their subsidiary companies, acting as a single point of contact for such customers
- Prospect and qualify new accounts from existing accounts, dormant or non-customer accounts, including competitor accounts
- Collaborate with specialty division representatives to promote cross selling to accounts wherever possible
- Prepare sales action plans and strategies
- Develop and make presentations of company products and services to current and potential clients
- Utilize Sales Force.com and other CRM Tools to develop pipeline of opportunities
- Monitor competitors, market conditions and product development
- Other duties assigned as needed

Requirements:

- Bachelor's degree or equivalent experience
- 3 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 for assistance. At United Rentals, we proudly hire active duty members, veterans, reservists, and their families. The values that define your service-leadership, discipline, integrity, and teamwork-are the same values that drive our success. With many veterans already part of our team, we're ready to help you transition into a rewarding career. 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 Representatives des Ventes/Outside Sales Rep](#)