



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.

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/04

Strategic Account Manager

Job ID	10065-7857	
Web Address	https://careers.indigenous.link/viewjob?jobname=10065-7857	
Company	United Rentals	
Location	Etobicoke, Ontario	
Date Posted	From: 2021-02-15	To: 2050-01-01
Job	Type: Full time	Category: Transportation

Description

Great company. Great people. Great opportunities.

At United Rentals, the largest equipment rental company, we believe that it takes great employees to build a great organization - and we're passionate about helping our people grow professionally and embrace teamwork in everything they do. Our culture is based on our corporate values and centers on mutual respect, job satisfaction, diversity and a shared responsibility to build a better future. We believe in:

Hiring and retaining exceptional employees at every level

Providing training, development and career planningInstilling the belief that our customers are key to our long-term successEncouraging a strong sense of responsibility, involvement and commitmentRecognizing and rewarding both individual and team effortsAs a Strategic Account Manager at United Rentals, you will be responsible for managing and acting as a single point of contact for strategic accounts within a specified district, region or cluster of branches. In this key role, you will increase our company's market share and grow a strategic account customer base. You may also be assigned large projects or be tasked with prospecting large projects. As our primary contact for strategically important large customers, you will leverage your sales skills and savvy to completely understand and anticipate the needs of these key clients and address them promptly and professionally. In addition, your strategic vision will guide our growth and drive your career achievement.

Additional Responsibilities Include:

- Maintain and develop relationships with existing strategic accounts and their subsidiary companies in your territory, acting as a single point of contact for your customers
- Prepare and provide formal business reviews to strategic account company decision makers and high level sales executives
- Monitor and prospect large projects involving strategic account customers; send leads to branch sales representatives
- Prospect and qualify new strategic accounts from existing branch accounts, dormant or non-customer accounts, including competitor accounts
- Utilize Sales Force.com and other CRM Tools to increase productivity
- Support the overall efforts of and closely partner with Outside Sales Representatives and National Account Managers, to drive national account revenue and branch revenue, in addition to your assigned strategic accounts
- Other duties assigned as needed

Job Requirements:

- Bachelor's degree
- 5+ years of sales experience, preferably in branch or sales management, with large account management experience within the construction sector, or Sales Representative internal company experience
- Current valid driver's license with a safe driving record and the ability to travel 70% of the time within assigned territory
- Strong customer service orientation
- Excellent leadership, communication, presentation, negotiation and research skills
- Ability to work independently & highly motivated to succeed even when setbacks occur
- Proficient in Microsoft Office and ability to use technology tools to increase performance efficiency
- Familiarity with FW Dodge or other sales data tools

What's in it for youU.S. Full Time roles: Best in class benefits offering includes medical, dental, vision, flex spending and health savings accounts; 401(k) retirement with company match; life and disability insurance; and paid time off including sick, vacation, holidays, and paid parental leave. Comprehensive training and development and career growth opportunities.U.S. Part Time roles: Benefits offering includes 401(k) retirement with company match/RRSP; paid time off including sick, vacation and holidays; and comprehensive training and development and career growth opportunities.Canada: Best in class benefits package which includes medical, dental & vision, RRSP/DPSP*, paid time off, comprehensive training and development, and career growth opportunities.*Offered for full time roles, part time eligibility in select provincesUnited Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities.

For more information, visit United Rentals for Strategic Account Manager