



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.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

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Sales Rep - Local Account

Job ID	16907-8651	
Web Address	https://careers.indigenous.link/viewjob?jobname=16907-8651	
Company	United Rentals	
Location	Edmonton, Alberta	
Date Posted	From: 2021-07-27	To: 2050-01-01
Job	Type: Full time	Category: Transportation

Description

Great company. Great people. Great opportunities. As a Sales Rep - Local Account at United Rentals, you will be responsible for opening new accounts and generating profitable revenue by prospecting, closing and providing full-service account management for targeted local account customers. Accounts are generally defined as customers with a local geographic scope, less than 100 employees, and less than \$80k in rental spend in a typical year. You must be ambitious and outgoing, with a love for calling on customers, building relationships and selling our equipment and services. We are the world's largest equipment rental provider and we will support your efforts 100%. This is an exciting opportunity to grow your career and earnings potential with the leader who has set the industry's standard for excellence.

Additional Responsibilities Include:

- Team with inside and outside sales representatives within the local markets to identify and develop target accounts
- Manage assigned accounts by developing and employing a thorough understanding of customer needs
- Build and prospect new accounts by analyzing market conditions, competitive position, and potential and current customer needs
- Responsible for personal productivity, using all company tools and systems to maximize revenue and continually accelerate growth
- Support and participate in team sales initiatives by sharing information and providing support in account sales and service activities
- Collaborate with specialty division representatives to promote cross selling to accounts wherever possible
- Other duties assigned as needed

Job Requirements:

- Bachelor's degree or equivalent experience
- One year experience in a sales-related role
- Exceptional relationship-building and communication skills
- Strong planning, problem-solving and negotiation abilities
- Exhibit leadership skills needed to plan and manage assigned accounts and higher level customer contacts
- Demonstrate basic skills in Microsoft Office products and the use of computer applications
- Valid driver's license with acceptable driving record

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. What's in it for you? U.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 provinces. United Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities.

For more information, visit United Rentals for Sales Rep - Local Account