



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: 2024/04/30

District Sales Manager

Job ID	19691-5679	
Web Address	https://careers.indigenous.link/viewjob?jobname=19691-5679	
Company	United Rentals	
Location	Moncton, New Brunswick	
Date Posted	From: 2021-10-04	To: 2050-01-01
Job	Type: Full time	Category: Transportation

Description

Great company. Great people. Great opportunities. As District Sales Manager at United Rentals, you'll be instrumental in supporting the district reach its business plan through profitable revenue generation. You will do so by providing exceptional customer service and leading sales initiatives. You will meet sales objectives in assigned territories by leading the development and management of a qualified sales team in cooperation with Branch Managers, District Manager and the Regional Sales & Marketing Director. Sound challenging and fun. Consider getting on the sales management track at United Rentals, the largest equipment rental company in the world. We'll provide the tools, the technology and the support you need to do the job right. You'll be proud of your sales team and the work we all do in providing the equipment that helps build our communities. Additional duties include the following:

- Motivate and proactively assist Outside Sales Representatives in meeting and exceeding their equipment rental, sales and total revenue goals
- Work with the District Manager and Branch Managers to develop new markets, to understand market trends, competition and other matters affecting the profitability of the company
- Assist Branch Managers with establishing sales territories, goals and forecast for Outside Sales Representatives
- Align inside sales rep activities, goals and objectives with those of Outside Sales Representatives
- Assist Branch Managers in sales blitzes and initiate other customer-focused events to improve business relationships and drive sales penetration within the district
- Promote Key Account (National Account, Strategic Account, and assigned Account) revenue generation within the District
- Promote efficient and optimal use of Salesforce

Job Requirements:

- Bachelor's Degree or equivalent combination of work experience
- 7+ years of successful outside sales, sales management or management experience with proven planning, problem-solving and negotiation skills, excellent interpersonal communication skills
- Proficient computer skills with experience using Salesforce
- Superior leadership, customer service, presentation, analytical and verbal/written communication skills
- Independent self-starter with strong self-imposed structure with organizational skills and business acumen
- Valid driver's license with acceptable driving record is required

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 District Sales Manager