



# 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:  
Toll Free Phone: (866) 225-9067  
Toll Free Fax: (877) 825-7564  
L9 P23 R4074 HWY 596 - Box 109  
Keewatin, ON P0X 1C0

# Job Board Posting



Careers.Indigenous.Link

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## Outside Sales Rep - Trench

|                    |   |                          |
|--------------------|---|--------------------------|
| <b>Job ID</b>      | <b>19785-6832</b>   |                          |
| <b>Web Address</b> | <a href="https://careers.indigenous.link/viewjob?jobname=19785-6832">https://careers.indigenous.link/viewjob?jobname=19785-6832</a> |                          |
| <b>Company</b>     | United Rentals  |                          |
| <b>Location</b>    | Bolton, Ontario   |                          |
| <b>Date Posted</b> | From: 2021-10-05  | To: 2050-01-01           |
| <b>Job</b>         | Type: Full time   | Category: Transportation |

### Description

Great company. Great people. Great opportunities. As an Outside Sales Rep -- Trench Safety at United Rentals, you will be our customers' go-to person for underground trench safety equipment rental and supplies. Customers will include contract companies and non-building, industrial and commercial building contractors. You'll also leverage your sales initiative and determination to increase revenue for the branch and provide exceptional customer service. Your advantage 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 duties include the following:

- 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
- Demonstrate and train customers on available products in Trench Safety
- Call potential customers to set up demonstrations and on-site visits
- Prepare sales action plans and strategies
- Collaborate with general rentals representatives to promote cross selling to accounts wherever possible
- Instruct Competent Person Training & Confined Space Training classes
- Install equipment and work with personnel who are installing equipment as necessary
- Utilize Sales Force.com and other CRM Tools to develop pipeline of opportunities
- Other duties assigned as needed

### Job Requirements:

- Bachelor's degree or equivalent combination of experience and education preferred
- Three years of sales experience
- Strong planning, problem-solving, organizational, communication and negotiation skills
- Diligent attention to safety
- Certification in Competent Person Training and Confined Space
- Knowledge of construction, trench safety or related equipment is preferred. However, candidates with comparable industry experience, strong sales acumen and record of achievement will be considered
- A 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 Outside Sales Rep - Trench