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

Date Printed: 2024/03/28

Sales Development Program Sales Associate

Job ID	**33419-4296**	
Web Address	https://careers.indigenous.link/viewjob?jobname=33419-4296	
Company	United Rentals	
Location	Kitchener, Ontario	
Date Posted	From: 2022-09-28	To: 2050-01-01
Job	Type:	Category: Transportation

Description

Great company. Great people. Great opportunities.As a Sales Associate, for the largest equipment rental company in the world, you will have an exciting opportunity to grow your sales career with the leader in the industry. You will be instrumental in supporting the business plan through profitable revenue generation.Can be located anywhere in one of our 1200 + locations across North America. This position is working in conjunction with local branches near you and working independently. Must be within driving distance of a branch to successfully participate in this program. Talk with our team today to discuss location opportunities and relocation!Gain valuable hands on training along with real world experience in the field, selling to actual customers with the opportunity to impact the company's bottom line, increasing your skills and confidence!Sales Development Program - What We Do:

- Sales Performance: improve time to productivity with automated learning paths and certify on execution and retention
- Coaching: provide a structured coaching environment where reps & managers conduct weekly 1:1 coaching
- Skills Development:Ã‚Â gain confidence to handle any situation with video role plays, simulated sales scenarios and field ride-a-longs
- Micro Learning: consistently distribute bite-sized content with engaging videos, quizzes & challenges

How We Do it:

- Analytics: provide real-time visibility to achievements, measure capabilities and knowledge gaps
- Gamification: engage and motivate teams with leaderboards & badges
- Sales Tools: access content through both internal & customer facing programs
- Artificial Intelligence: leverage descriptive & predictive intelligence to maximize engagement and proficiency

Additional duties include the following:

- Qualify and quantify the needs of our existing customer base by utilizing our CRM program, SalesForce.com, and persuasive selling techniques
- Validate and Collect primary decision maker's contact information and customer needs for use on future sales and marketing campaigns
- Leverage marketing & Sales tools to identify and sell New Customers
- Recover declining & dormant customers via our sales tools and comprehensive United Rentals value proposition
- Support & learn about branch operations
- Learn accurate use of United Rentals' IT systems for quotes, rental, sales, reservations, territory management
- Coordinate with all branch departments to ensure customer satisfaction; and communicate field issues to branch personnel
- Work with ISR's to provide solutions to customers around equipment needs assessment, training, demonstrations, quotations, catalogs, credit apps
- Negotiate prices on equipment rentals and sales in accordance with pricing policies and procedures
- Drive customer engagement to local events/promotions
- Perform duties as assigned by management

Job Requirements:

- Bachelor's degree or equivalent experience is required
- One year experience in a sales related role preferred
- Proven planning, problem-solving and negotiation skills
- Excellent interpersonal & communication skills
- Proficient computer skills with at least 1 year experience using Microsoft Office
- Strong presentation skills and demonstrate effective sales orientation
- Strong teamwork and organizational skills
- Valid driver's license with acceptable driving record is required
- Willing and able to relocate

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 youU.S. Full Time roles:Ã‚Â Ã‚Â Best in class benefits offering includes medical, dental, vision, flex spending and health savings accounts;Ã‚Â 401(k) retirement with company match; life and disability insurance; and paid time off including sick, vacation, holidays, and paid parental leave.Ã‚Â Comprehensive training and development and career growth opportunities.U.S. Part Time roles: Benefits offering includes 401(k) retirement with company match; 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 Sales Development Program Sales Associate