



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:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/04

Outside Sales Rep

Job ID	37508-3395	
Web Address	https://careers.indigenous.link/viewjob?jobname=37508-3395	
Company	United Rentals	
Location	Santa Paula,	
Date Posted	From: 2022-11-30	To: 2050-01-01
Job	Type:	Category: Transportation

Description

Great company. Great people. Great opportunities. As an Outside Sales Rep within the Power/HVAC Division at United Rentals, you will be the voice and initial point of contact for our industry leading company. You will use your sales skills to rent and sell specialty engineered power supply and climate control solutions, such as silenced diesel generators and air-conditioning equipment. We'll rely on you to use your exceptional sales and consultative skills to understand the needs of interested parties and turn them into loyal customers. You must be ambitious and outgoing, with a love for calling on customers, building relationships and selling our equipment and services. **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 Responsibilities Include:

- increases revenue for the branch through quality customer service and a strong understanding of specialty engineered rental products to include silenced diesel generators, air-cooled chillers, air-conditioning, electric heat, desiccant dehumidification, load banks and electrical distribution
- Establish new rental accounts through phone calls and in-person visits to potential customers
- Present a full range of turnkey services to potential customers
- Work with technical staff to provide customers with job site assessments, application solutions and plans, equipment sizing, professional quote writing, credit authorization assistance, problem resolution, and follow-through
- Provide existing accounts with information on other products and services offered by United Rentals including other specialty product lines
- Makes formal sales presentations to customers
- Educate customers on equipment through demonstrations and personal training sessions
- Assist the operations staff by following up with customers on invoices and payments
- Report sales activity on new accounts, revenue, utilization, calls, etc., using salesforce.com and other tools
- Other duties assigned as needed

Job Requirements:

- Bachelor's degree or equivalent experience
- Three years of sales experience
- Knowledge of construction or related equipment is preferred; however, candidates with comparable industry experience, a strong sales acumen and record of achievement will also be considered
- High intellectual abilities to sell complex products and customer solutions
- Equipment troubleshooting skills and diagnostic skills
- Ability to properly size, quote, install and maintain small less complex, and moderately complex projects; that may range from industrial process cooling, construction and water damage drying, multi-level power distribution at various voltages and large scale climate control projects
- More experienced sales representatives may be assigned larger and/or more complex projects and equipment solutions
- Possess strong negotiation and selling skills, and excellent customer service skills
- Strong presentation and excellent interpersonal communication skills (verbal and written)
- Possess knowledge of mechanical, hydraulic, diesel, pneumatic and other systems

- Strong planning, organizational and problem-solving skills
- Ability to work independently
- Proficiency with computer skills and MS Office (especially Word and Excel)
- Valid driver's license with acceptable driving record

This position is deemed Safety Sensitive for purposes of United Rentals' policies and procedures. #LI-LJ1

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. Non-Full 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, non-full 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](#)