



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: 2024/05/05

District Sales Manager

Job ID	5000372832606-6068	
Web Address	https://careers.indigenous.link/viewjob?jobname=5000372832606-6068	
Company	United Rentals	
Location	Dartmouth, NS	
Date Posted	From: 2018-06-12	To: 2050-01-01
Job	Type: Full-time	Category: Transportation

Description

United Rentals, the largest equipment rental company in the world, is offering an exciting opportunity for a District Sales Manager ready to grow their sales career with the leader in the industry. To continue our tremendous success and unparalleled growth, we are searching for qualified and ambitious individuals ready to support the increase of revenue for the district through exceptional customer service and sales initiative. The District Sales Manager will report to the District Manager and will be instrumental in supporting the district reach its business plan through profitable revenue generation. The District Sales Manager primary responsibility is to motivate and proactively assist the Sales Representatives within the District branches in meeting and exceeding their equipment rental, sales and total revenue and profitability goals, with a focus on generating profitable revenue for the assigned area. The District Sales Manager will work together 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. In addition, this role will work to align inside sales rep activities, goals and objectives with those of Hub outside sales representatives. Responsibilities will include: * Assist the Branch Manager with establishing sales territories, goals and forecast for Sales Representatives within the District * Provide coaching and guidance to Sales Reps via "ride alongs", ride along evaluation forms, territory management, reviewing call logs and monthly feedback report cards; assisting District and 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 working cooperatively with National and Strategic Account Managers * Promote efficient and optimal use of Sales Force. com automation tools and utilizes other system resources and tools for tracking and monitoring the performance vs. goals and forecast. Superior customer service remains the backbone of United Rentals, therefore your willingness and ability to provide this to each customer makes you a top-notch candidate. Bachelor's degree is required. To be qualified the ideal candidate will have 7 plus years of successful outside sales, sales management or management experience with proven planning, problem-solving and negotiation skills, excellent interpersonal communication skills, and proficient computer skills with experience using Salesforce.com. The ideal candidate will have proven presentation skills and demonstrate effective sales orientation. We also look for candidates who are independent self-starters with strong self-imposed structure with organizational skills and business acumen. A valid driver's license with acceptable driving record is required. United Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled

For more information, visit United Rentals for District Sales Manager