



# 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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Toll Free Phone: (866) 225-9067  
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# Job Board Posting



Careers.Indigenous.Link

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## Sales Rep - Local Account

Job ID	5000575698406-8285	
Web Address	<a href="https://careers.indigenous.link/viewjob?jobname=5000575698406-8285">https://careers.indigenous.link/viewjob?jobname=5000575698406-8285</a>	
Company	United Rentals	
Location	Toronto, ON	
Date Posted	From: 2020-01-24	To: 2050-01-01
Job	Type: Full-time	Category: Transportation

### Description

Targets, builds relationships with and drives revenue from assigned book of accounts. Accounts are generally defined as customers with a local geographic scope, less than 100 employees, and less than \$80k in rental spend in a typical year. Manages sales leads, contacts prospects, opens new accounts and generates profitable revenue by providing full-service account management. Teams effectively with inside and outside sales representatives within the local markets to identify and develop target accounts. \* Communicates effectively verbally and in writing. \* Demonstrates effective interpersonal and influencing skills along with knowledge of excellent selling practices and techniques. \* Able to calculate pricing, percentages, expenses, and profit margins. \* Able to read and interpret instructions and numerical contract information. \* Exhibits leadership skills needed to plan and manage assigned accounts and higher level customer contacts. \* Demonstrated, basic skills in Microsoft Office products and the use of computer applications. \* Holds a valid driver's license. Company car provided. What's in it for you Best in class benefits package which includes medical, dental & vision, 401(k) or RRSP, DPSP, paid time off, comprehensive training and development, and career growth opportunities. 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 Sales Rep - Local Account