



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: 2024/05/05

Representant des Ventes - Comptes Majeurs / Sales Representative - Key Accounts

Job ID	5000645227006-1234	
Web Address	https://careers.indigenous.link/viewjob?jobname=5000645227006-1234	
Company	United Rentals	
Location	Trois-Rivieres, QC	
Date Posted	From: 2020-09-18	To: 2050-01-01
Job	Type: Full-time	Category: Transportation

Description

En votre qualité de Représentant des Ventes - chargé de comptes stratégiques chez United Rentals, vous serez la voix et le premier point de communication pour une entreprise à la pointe de l'industrie. Nous compterons sur vos compétences exceptionnelles en vente et en conseil pour comprendre les besoins des acteurs industriels et les transformer en clients fidèles. Vous serez ambitieux et avenant, avec une affinité particulière pour le téléphone, le relationnel et la vente d'équipements et de services. L'avantage Nous sommes le plus grand fournisseur de matériel de location au monde, avec près de 9 milliards de dollars d'actifs. Nous appuierons vos efforts à 100 %. Dans ce poste, vous aurez la possibilité d'avancer dans votre carrière et de faire progresser votre potentiel de rémunération, chez un chef de file qui établit les normes de performance. As a Sales Rep -- Key Account Manager at United Rentals, you will be the voice and initial point of contact for our industry leading company. 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 with nearly \$9 billion in assets, 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. Baccalauréat ou expérience équivalente souhaitée Trois ans d'expérience dans le commercial Excellentes compétences de communication et de développement des relations Grandes compétences en résolution de problèmes et en négociation Bonne connaissance du BTP et des équipements connexes souhaitée Permis de conduire en cours de validité et dossier de conduite acceptable Pour vous fidéliser Le meilleur ensemble d'avantages sociaux du secteur : assurances médicale, dentaire et vision, 401(k) ou REER, RPDB, congés payés, formation et perfectionnement complets, et possibilités d'avancement professionnel. United Rentals, inc. souscrit au principe d'égalité en matière d'emploi et encourage les femmes, les membres des minorités, les anciens combattants au statut protégé et les personnes qui vivent avec un handicap à postuler. Bachelor's degree or equivalent experience preferred Three years of sales experience Exceptional relationship-building and communication skills Strong planning, problem-solving and negotiation abilities Knowledge of construction or related equipment preferred Valid driver's license with acceptable driving record 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 Representant des Ventes - Comptes Majeurs / Sales Representative - Key Accounts