



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: 2024/05/16

Representant de ventes externes - Outside sales rep

Job ID	60526-7232	
Web Address	https://careers.indigenous.link/viewjob?jobname=60526-7232	
Company	United Rentals	
Location	Quebec, Quebec	
Date Posted	From: 2024-03-22	To: 2050-01-01
Job	Type:	Category: Transportation

Description

Great company. Great people. Great opportunities. En votre qualite de representant des ventes charge des comptes externes chez United Rentals, vous etes la voix et le premier point de communication pour une entreprise a la pointe de l'industrie. Nous compterons sur vos competences exceptionnelles en vente et en conseil pour comprendre les besoins des acteurs interesses et les transformer en clients fideles. Vous etes ambitieux et avenant, avec une affinite particuliere pour le telephone, le relationnel et la vente d'equipements et de services. L'avantage Nous sommes le plus grand fournisseur de materiel de location au monde. Nous appuierons vos efforts a 100%. Dans ce poste, vous aurez la possibilite d'avancer dans votre carriere et de faire progresser votre potentiel de remuneration, chez un chef de file qui etablit les normes de reference.

Responsabilites complementaires, dont :

- Maximisation des benefices provenant des sites et des chantiers situes dans une zone geographique definie.
- Maintien et approfondissement des relations avec les clients existants et leurs filiales, point de communication unique pour ces types de clients.
- Prospection et qualification de nouveaux comptes a partir des comptes existants, des comptes inactifs ou des comptes non-clients, y compris les comptes concurrents.
- Collaboration avec les representants des divisions specialisees pour promouvoir la vente croisees lorsque cette pratique est possible.
- Preparation des plans d'action et des strategies commerciales.
- Elaboration de diaporamas et presentation des produits et services de l'entreprise aux clients actuels et potentiels.
- Utilisation de Salesforce.com et d'autres outils de GRE pour activer un pipeline de debouches.
- Surveillance de la concurrence, de l'etat du marche et de l'elaboration des produits.
- Autres responsabilites en fonction des besoins

Exigences du poste :

- Baccalaureat ou experience equivalente
- Trois ans d'experience dans le commercial
- Excellentes competences de communication et de developpement des relations
- Grandes competences en resolution de problemes et en negociation
- Bonne connaissance du BTP et des equipements connexes souhaitee
- Permis de conduire en cours de validite et dossier de conduite acceptable.

If you'd like the chance to make your mark with the world's largest equipment rental provider, come build your future with United Rentals! As an Outside Sales Rep 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. What you'll do:

- Maximize revenue from facilities and construction sites in a defined geographical territory
- Maintain and develop relationships with existing customers and their subsidiary companies, acting as a single point of contact for such customers
- Prospect and qualify new accounts from existing accounts, dormant or non-customer accounts, including competitor accounts

- Collaborate with specialty division representatives to promote cross selling to accounts wherever possible
- Prepare sales action plans and strategies
- Develop and make presentations of company products and services to current and potential clients
- Utilize Sales Force.com and other CRM Tools to develop pipeline of opportunities
- Monitor competitors, market conditions and product development
- Other duties assigned as needed

Requirements:

- Bachelor's degree or equivalent experience
- 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

This role includes a base salary and monthly commissions based on performance. A minimum monthly guarantee incentive is provided during the onboarding and learning process. This position is deemed Safety Sensitive for purposes of United Rentals' policies and procedures. Why join us We don't just "talk the talk!" We're an award-winning company (recently named a Glassdoor Best Place to Work in 2023) that truly cares about our people - That's why we offer best-in-class benefits and perks that will support you and your family. In addition to our health and financial plans, we also offer:

- Paid Parental Leave
- United Compassion Fund
- Employee Discount Program
- Career Development & Promotional Opportunities
- Additional Vacation Buy Up Program (US Only)
- Early Wage Access through Payactiv (US Hourly Only)
- Paid Sick Leave
- An inclusive and welcoming culture

Learn more about our full US benefit offerings here. Mutual respect for the dignity and fundamental rights of all persons defines our culture. United Rentals, Inc. is an Equal Opportunity Employer and makes employment decisions regardless of race, color, religion, sex, national origin, age, genetic information, citizenship status, veteran status, sexual orientation, gender identity, disability, or any other status protected by law. If you need a reasonable accommodation at any point of the application process, please email careers@ur.com for assistance. United Rentals consists of a wide variety of roles with different duties and responsibilities. The actual pay rate offered to candidates varies depending upon a wide range of factors including specific position, education, training, experience, skills, and ability.

For more information, visit United Rentals for Representant de ventes externes - Outside sales rep