

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.

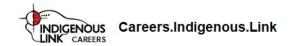
The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

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 L9 P23 R4074 HWY 596 - Box 109 Keewatin, ON P0X 1C0

Job Board Posting

Date Printed: 2024/05/18



To: 2050-01-01

Repré sentant de ventes internes - Inside Sales Rep

Job ID 60812-3685

Web Address https://careers.indigenous.link/viewjob?jobname=60812-3685

CompanyUnited RentalsLocationLevis, QuebecDate PostedFrom: 2024-03-27

Job Type: Category: Transportation

Description

Great company. Great people. Great opportunities. En tant que representant des ventes internes a United Rentals, vous serez une personne-ressource importante pour notre clientele et un conseiller pour notre division, avec la responsabilite de suggerer des solutions a la clientele, offrir des devis, vendre et passer des commandes pour notre equipement et nos services selon leurs besoins. Il s'agit d'un excellent poste pour un professionnel ambitieux qui a un interet pour notre industrie et qui peut creer des liens et offrir un service a la clientele hors pair. Vous aurez plusieurs taches a faire, vous apprendrez un tas de choses, et vous developperez votre capacite a produire des ventes et a assurer la croissance de la division. Si l'avantage de vendre pour le plus grand fournisseur de location d'equipement au monde, pensez a votre avenir avec United Rentals. Joignez-vous a nous et elargissez votre carrière aussi rapidement et loin que votre ambition vous menera que ce soit en ventes ou en operations. Les principales taches de la positon comprennent ce qui suit :

- Traiter les devis de location, les reservations et les contrats
- Etablir de nouveaux comptes de location et de vente en servant les clients sans rendez-vous et sur appel
- Negocier les prix des locations d'equipement et des fournitures des entrepreneurs conformement aux politiques et procedures de tarification
- Repartir les camions de livraison et gerer les attentes des clients concernant la livraison
- Generer des prospects pour de nouvelles affaires et communiquer les prospects avec les representants des ventes externes
- Appel chaleureux sur les comptes perdus et/ou inactifs pour conserver leur relation.
- Maintenir une salle d'exposition propre et presentable, suffisamment approvisionnee en marchandise
- Autres taches assignees au besoin

Les requis de la positionÃ,Â:

- Baccalaureat ou experience equivalente, un atout
- Competences sociales exceptionnelles
- Forte capacite de faire plusieurs taches dans un environnement dont le rythme est rapide
- Excellentes competences interpersonnelles et en communication
- Attention particuliere aux details
- Permis de conduire valide avec dossier de conduite acceptable

United Rentals, Inc. est un employeur offrant l'egalite professionnelle aux femmes, aux minorites, aux veterans proteges et aux personnes handicapees. 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 Inside Sales Rep at United Rentals, you will serve as a key customer contact and consultant at our Trench Safety branch, with responsibility for recommending solutions to the customer, quoting, selling and fulfilling orders for our equipment and services based on their needs. You will be dedicated to underground trench safety equipment rental and supply needs. It's a great job for an ambitious professional who has an interest in our industry and can build relationships and provide outstanding customer service. You'll multi-task, learn plenty and build your ability to drive sales and branch growth. What you'll do:

- Process rental quotations, reservations and contracts
- Establish new rental and sales accounts by serving walk-in and call-in customers; generate leads for new business and communicate leads with Outside Sales Representatives
- Educate customers about proper equipment use
- Assist customers with the loading and unloading of equipment
- Dispatch delivery trucks and manage customer expectations regarding delivery
- Maintain a clean and presentable showroom, sufficiently stocked with merchandise
- Other duties assigned as needed

Requirements:

- Bachelor's degree preferred or equivalent experience
- Knowledge of trench safety related products and applications are preferred
- Exceptional relationship-building and customer service skills
- Strong ability to multitask in a fast-paced environment
- Excellent teamwork, interpersonal and communication skills
- Keen attention to detail and diligent attention to safety
- Valid driver's license with acceptable driving recordÃ,Â

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 Représentant de ventes internes - Inside Sales Rep