



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.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/17

Inside Sales Rep

Job ID	60854-8228
Web Address	https://careers.indigenous.link/viewjob?jobname=60854-8228
Company	United Rentals
Location	Burnaby, British Columbia
Date Posted	From: 2024-04-18
Job	Type: To: 2050-01-01 Category: Transportation

Description

Great company. Great people. Great opportunities. 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 Representative at United Rentals, you will play a key role in implementing the branch's business plan by meeting the needs of a diverse customer base. Responsible for a variety of branch functions, including in-branch equipment rentals, customer relations, telemarketing, and collections. The Inside Sales Representative's primary responsibility is to proactively increase revenue for the branch by renting equipment, selling equipment, advising the manager of product and service needs, and by providing exceptional customer service. What you'll do:

- Establish an understanding of the rental business as it pertains to specialty engineered rental products and services, including silenced diesel generators, large diesel, electric and hydraulic pumps, air-cooled chillers, air-conditioning, electric heat, desiccant dehumidification, load banks and electrical distribution.
- Establish new rental and sales accounts through telemarketing and by serving call-in customers.
- Process rental quotations, reservations, contracts and invoices in compliance with company policies and procedures.
- Educate customers on proper equipment usage and safety procedures.
- Ensure the accuracy of all contract-related information entered into the branch's computer system.
- Coordinate and track daily equipment pickups and returns.
- Run all reports necessary to monitor equipment and facilitate smooth operations.
- Coordinate with all inside and outside branch employees to deliver customer satisfaction.
- Maintain accurate inventory records of branch assets.

Requirements:

- Associate's degree or equivalent combination of experience and education (Bachelor's degree preferred)
- Customer service orientation and relevant sales experience
- Strong sales and customer service skills
- Proficiency with MS Office (especially Word and Excel)
- Strong communication skills (both oral and written)
- Engineering aptitude: Ability to properly size, quote, install and maintain large projects that may range from critical sewer by-pass, industrial process cooling, construction and water damage drying, multi-level power distribution at various voltages and large scale climate control projects
- Valid driver's license with acceptable driving record

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. Compensation Range: \$23.80 - \$34.25

For more information, visit United Rentals for Inside Sales Rep