



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



Careers.Indigenous.Link

Date Printed: 2024/05/03

## Représentant des Ventes / Outside Sales Representative

Job ID	9194-7533
Web Address	<a href="https://careers.indigenous.link/viewjob?jobname=9194-7533">https://careers.indigenous.link/viewjob?jobname=9194-7533</a>
Company	United Rentals
Location	Anjou, Quebec
Date Posted	From: 2021-02-15 To: 2050-01-01
Job	Type: Full time Category: Transportation

### Description

Great company. Great people. Great opportunities.

At United Rentals, the largest equipment rental company, we believe that it takes great employees to build a great organization - and we're passionate about helping our people grow professionally and embrace teamwork in everything they do. Our culture is based on our corporate values and centers on mutual respect, job satisfaction, diversity and a shared responsibility to build a better future. We believe in:

Hiring and retaining exceptional employees at every level

Providing training, development and career planning  
Instilling the belief that our customers are key to our long-term success  
Encouraging a strong sense of responsibility, involvement and commitment  
Recognizing and rewarding both individual and team efforts  
En tant que représentant commercial itinérant à United Rentals, vous serez la voix et le point de contact initial pour notre entreprise chef de file dans l'industrie. Nous nous fierons sur vous pour utiliser vos compétences exceptionnelles en vente et en consultation pour comprendre les besoins des parties intéressées et de les convertir en clients fidèles. Vous devez être ambitieux et sociable, et aimer communiquer avec la clientèle, créer des relations et vendre notre équipement et nos services. À

Votre avantage Nous sommes le plus grand fournisseur de location d'équipement au monde et notre actif se chiffre à environ 9 milliards de dollars, et nous soutenons vos efforts à 100 %. Il s'agit d'une excellente occasion d'élargir votre carrière et vos revenus avec le leader qui a établi les normes d'excellence de l'industrie.

• Trois ans d'expérience en ventes

• Compétences exceptionnelles en relations humaines et en communication

• Excellentes capacités de planification, de résolution de problèmes et de négociation

• Connaissance en construction ou en équipement liée à ce domaine, un atout

• Permis de conduire valide avec dossier de conduite acceptable  
Quels sont les avantages que vous en tirez  
Le meilleur ensemble

d'avantages sociaux de sa catégorie, qui comprend des avantages médicaux, dentaires et visuels, 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 présentant un handicap à postuler. 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. À Your advantage We are the world's largest equipment rental provider 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.

À Additional Responsibilities Include:

- 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

Job 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

What's in it for you U.S. Full Time roles: À Best in class benefits offering includes medical, dental, vision, flex spending and health savings accounts; À 401(k) retirement with company match; life and disability insurance; and paid time off including sick, vacation, holidays, and paid parental leave. À Comprehensive training and development and career growth opportunities. U.S. Part Time roles: Benefits offering includes 401(k) retirement with company match/RRSP; paid time off including sick, vacation and holidays; and comprehensive training and development and career growth opportunities. Canada: Best in class benefits package which includes medical, dental & vision, RRSP/DPSP\*, paid time off, comprehensive training and development, and career growth opportunities. \*Offered for full time roles, part time eligibility in select provinces United Rentals, Inc. is an

Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities.

For more information, visit [United Rentals for Représentant des Ventes / Outside Sales Representative](#)