

**Outside Sales Representative**

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| United Rentals, the largest equipment rental company in the world, is offering an exciting opportunity for a Sales Representative ready to grow their career with the leader in the industry. To continue our tremendous success and unparalleled growth, we are searching for qualified and ambitious individuals ready to increase revenue for the branch through exceptional customer service. The Sales Representative will report to the Branch Manager and will be instrumental in achieving the branch business plan through profitable revenue generation.   Responsibilities will include: • Increase sales and branch revenue • Establishing new rental and sales accounts through cold calling and personal visits to potential customer sites • Offering a full range of products and services to new and current customers, including other specialty product lines and the sale or rental of equipment • Coordinating with all branch departments to ensure customer satisfaction • Educating customers about equipment through demonstration.   Sales Representatives receive a base salary, plus a monthly commission incentive plan with no earning ceiling and the use of a company vehicle. We provide our sales representatives with the top sales technology tools, including saleforce.com and I-phone sales applications, giving them the resources to succeed. United Rentals invests in their employees through on-going training and development to enhance their skills and performance. Excellence in this challenging and rewarding position paves the way for advancement into the role of Operations Manager, Branch Manager, Sales Manager and other key account sales positions. |
| Job Requirements: Superior customer service remains the backbone of United Rentals, therefore your willingness and ability to provide this to each customer makes you a top-notch candidate. To be qualified, the ideal candidate will have 3 years sales experience in related business, strong planning problem-solving and negotiation skills, excellent interpersonal communication skills, and proficient computer skills. Knowledge of construction or related equipment is preferred; however, candidates with comparable industry experience, a strong sales acumen and record of achievement will also be considered. We also look for candidates who are independent and possess strong teamwork and organizational skills. Bachelor’s degree or equivalent experience is preferred. Valid driver’s license with acceptable driving record is required.  United Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. |

For additional information contact [maria.rosa.lonetto@adp.com](mailto:maria.rosa.lonetto@adp.com)

Apply: <https://www.unitedrentals.apply2jobs.com/ProfExt/index.cfm?fuseaction=mExternal.showJob&RID=26598&CurrentPage=1>

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