



Job Title: Management Development Program- Sales	Region: United States
Direct Report: Pete Hendrickson VP Route Ready	Overnight Travel: 25%

Company and Position Overview:

Big Truck Rental is North America's number-one source for essential services rental trucks. At Big Truck Rental, we work with Fortune 500 companies, municipalities, and a network of independently owned companies who provide essential services to waste, recycling, and logistical industries. Founded in 2002, Big Truck Rental is a rapidly growing, technology enabled customer focused organization that is seeking exceptional post-grad sales talent with long-term Executive aptitude. This position is a critical part of building our current Sales Team and medium-term succession planning. The role is designed to accelerate the individual's career through a unique six-to-nine-month immersive training curriculum to learn all facets of Big Truck Rental's business prior to stepping into an outside sales territory traditionally suited for 5+ years of Sales Experience.

Training Curriculum:

- Six-to-nine-month rotational program with in-office training and customer/ vendor in person engagement across the US and Canada
- Individual will engage with
 - BTR Executive Team
 - Big Truck Rental Canada
 - Director of National Accounts
 - Director of Municipal Sales
 - Director of Strategic Partnerships
 - Director of Key Accounts
 - Inside Sales Team
 - Operations Team
 - Finance Team
- Participate in Value Engagement Sales Training with best-in-class consulting firm Agro Advisory
- Complete invaluable market research for current and potentially new lines of business
- Upon completion of training program, the individual will present their business plan for their respective sales territory to the BTR Executive Team

Job Functions Sales Territory or Segment Management (TBD):

- Collaborate with Segment Directors to expand BTR's presence in the Southeast United States (FL, GA, SC, NC, TN, VA)
 - Or
- Collaborate with Segment Director to expand BTR's presence in defined segment.
- Leverage Value Engagement approach to develop relationships with key stakeholders and drive new business for BTR's full suite of solutions across all customer segments in respective

territory (Refuse National Accounts, Refuse Key Accounts, Refuse Municipalities, Logistics Providers)

- Apply Strategic Account Planning principals to develop relationships “higher and wider” with existing customers and expand BTR wallet share.
- Represent Big Truck Rental at industry functions and trade shows
- Meet annual volume and revenue goals
- Utilize Sales Force to manage pipeline, forecasting and general sales activity.
- Continued Professional Development Training with Agro Advisory.

Ideal Candidate:

- Bachelor’s Degree
- Demonstrated track record of success
- Growth mindset
- Excellent interpersonal skills- verbal and written
- Excellent presentation skills
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, etc)
- Disciplined & strong ability to work in independent environment

**Please direct inquiries to Pete Hendrickson at pete@bigtruckrental.com or (813) 966-4586*