



BIG TRUCK RENTAL
5001 W. Lemon Street
Tampa, FL 33609

JOB TITLE:	Director of Sales, West Region
REGION:	Mountain & Pacific Time Zones – United States
REPORTING TO:	Eric Voss – Vice President, Sales
OVERNIGHT TRAVEL:	60% +

Company and Position Overview

Big Truck Rental is North America’s number-one source for essential services rental equipment. At BTR, 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, BTR is a rapidly growing customer focused organization that is seeking a highly motivated and success-oriented Director of Sales. This position will be responsible for working with our customers, service partners, and internal leaders to oversee all aspects of outside sales in the Western US specific to our entire suite of products and services.

Essential Job Functions

- Oversee and lead the outside sales efforts for BTR within the Western US for both rental and off-rent sales solutions.
- On a weekly basis, engage and meet with current and existing customers in-person with the sole focus of developing and growing BTR market share within all segments (Corporate, Independent, Municipal).
- Work closely with BTR’s segment leaders to fully implement and execute on sales plan utilizing our core values and sales strategies while collaborating and engaging with internal team to maximize success and results.
- Support our partner network sales personnel with the goal of developing an extension of our sales efforts across all customer segments nationally through joint sales efforts, sales programs and incentives and regular communication and direction of focus.
- On a monthly and quarterly basis, report on all aspects of the Western US business from a sales perspective with a focus on results and future looking opportunities to drive continued improvement and results aligned to our growth strategy.
- Represent and promote to the highest standard BTR at relevant industry events across Western US.
- Utilize our CRM (SalesForce) and web-based tools to their maximum potential for communication and organization of our sales efforts.

Qualifications

- Bachelor’s Degree or industry equivalent experience.
- Minimum 5-years business-to-business sales experience with a proven track record of success.
- Proven and experienced in growing, developing, and executing sales strategy/direction within existing and new customers and markets.
- Excellent written and verbal communication skills to effectively work with diverse customer base.
- Disciplined and strong ability to work in an independent environment.
- Strong use of web-based applications such as Salesforce.com and proficient with MS Word, Excel, PowerPoint etc.
- Ability to drive a car and holds a valid and current driver’s license.
- Open to 60%+ overnight travel as required to execute on role and business objectives.
- Refuse, rental industry, and or transportation industry experience is an asset.



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At BTR, we are an equal opportunity employer and encourage applications from all qualified candidates, however only those considered for the position will be contacted.

Please direct all inquiries to Eric Voss at eric@bigtruckrental.com or 770.312.6675