



4221 W. Boy Scout Blvd.
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Tampa, FL 33607
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Job Title: Route Ready Sales Manager	Region: US & Canada
Direct Report: Pete Hendrickson VP Route Ready	Overnight Travel: 25-50%

Company and Position Overview:

Big Truck Rental is North America’s number-one source for essential service rental and late model off rent trucks via our industry leading program- Route Ready. At BTR we work with Fortune 500 companies, municipalities, and a network of independently owned companies who provide essential services in waste, recycling, and logistical industries. Founded in 2002, Big Truck Rental is a rapidly growing, customer focused organization that is seeking a highly motivated and success-oriented Route Ready Sales Manager. This position will be responsible for collaborating with the VP of Route Ready and all Sales Directors to drive truck sales across the organization.

Job Functions:

- Partner with VP of Route Ready to understand the go to market strategy.
- Become category expert with firm understanding of budget, inventory, pricing, customer mix, costs, operations & internal execution.
- Account Management with BTR’s largest truck buyer.
- Translate go to market strategy and category expertise into sales execution partnering with Sales Directors to support Route Ready sales across the organization.
- Work with Route Ready Sales Coordinator and Operations team to consistently achieve 80+ Net Promoter Score
- Partner with Sales Directors to develop Route Ready specific Strategic Account Planning.
- Represent Big Truck Rental at industry functions and trade shows
- Engage in Continuous Professional Development Training with Agro Advisory.
- Leverage Value Engagement approach throughout sales support functions.
- Utilize Sales Force to manage pipeline, forecasting and general sales activity.
- Meet annual volume and profitability goals.

Ideal Candidate:

- Bachelor’s Degree
- Demonstrated track record of success with 5+ years of sales/ operations experience
- Disciplined & strong ability to work in collaborative environment
- Excellent interpersonal skills- verbal and written
- Excellent presentation skills
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, etc)

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