

Job Title: Director of Sales, Supply Chain	Location: Tampa, FL (preferred)
Direct Report: John Seabaugh VP, Supply Chain Sales	Overnight Travel: 50%+

Company and Position Overview:

Big Truck Rental is North America’s number-one source for capital, growth, and operational fleet solutions to essential services industries. At BTR, we work with Fortune 500 companies, municipalities, and a network of independently owned companies in the supply chain, refuse and recycling industries. Founded in 2002, BTR is a rapidly growing customer focused organization that is seeking a highly motivated and success-oriented Director of Sales to lead the sales effort for the Supply Chain segment. This position will be responsible for coaching and developing growing front line sales team, securing new business with defined list of top prospective accounts, working with our dealer partners across the rental and truck sales elements of business in the supply chain verticals.

BTR was recently named one of Tampa Bay’s best places to work for 2023!

Essential Job Functions:

- Oversee and lead the outside sales efforts for BTR’s supply chain business for the US and Canada for rental and off-rent terminal tractor sales.
- Manage, Coach and Develop the Market Development Manager to execute on sales growth targets for rental and truck sale.
- Identify, plan, and outline sales personnel needs aligned with growth of the segment to include adding role descriptions, writing KA’s, and incentive planning.
- Accurately budget and forecast growth strategy that aligns with company objectives.
- On a weekly basis, secure virtual and in-person meetings with top prospective accounts to convert new business opportunities for rental and truck sale across supply chain verticals.
- Work closely with BTR’s truck sale team to mirror Route Ready offering to deliver similar value to customers in the supply chain segment.
- Support our OEM partner and dealer network sales personnel with the goal of developing an extension of our sales efforts across all supply chain verticals 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 Supply Chain 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.
- Utilize our CRM (Sales Force) and web-based tools to their maximum potential for communication and organization of our sales efforts.

Qualifications:

- Dynamic and energetic team player with a “roll up your sleeves” mentality.
- Bachelor’s Degree or industry equivalent experience.
- Minimum 7-10-years business-to-business sales experience with a proven track record of excellence
- Proven and experienced in growing, developing, and executing sales strategy/direction within existing and new customers and markets.
- Experience in managing a team and hiring, onboarding, coaching and people development.
- 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 50%+ overnight travel as required to execute on role and business objectives.
- Robust sales experience working with retail, supply chain, transportation industry and customers is preferred.

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 John Seabaugh at john@bigtruckrental.com or by cell (972) 977-2723
