

Job Title: Inside Sales	Region: United States
Direct Report: Brianna Arthur – Sales Manager – North America	Overnight Travel: Less than 10%

Company and Position Overview:

Big Truck Rental is the leader in Front Loader, Side Loader, Rear Loader and Roll-Off garbage truck rentals in North America, all backed by a nationally serviced and supported fleet. Big Truck Rental began in 2002 and is a growing organization that is looking to expand our already successful sales team. Big Truck Rental is a customer focused organization that is seeking a highly motivated and success oriented Inside Sales Representative.

This position will be directly responsible for sales and sales support for rentals, truck sales, and dealer sales support for North America. This work will be done through the execution of outbound phone calls, inbound phone calls, internet web lead submissions as well as in person sales meetings, and virtual meetings with customers, prospects, and dealer sales representatives.

Essential Job Functions:

- Collaborate with the Sales Manager to develop and execute the rental sales strategy.
- Support external Account Sales with all internal rental processes.
- Ensure proper documentation for rental and sold trucks has been received to include sales orders, BOL's, contracts, titles, Invoices, Purchase Orders, and insurance.
- Proactively communicate and manage truck delivery date expectations with customers.
- Directly seek out and develop direct sales relationships with new and existing accounts through proactive prospecting and inbound phone calls.
- Execute inbound phone calls.
- Execute prospecting-outbound phone calls.
- Occasionally represent Big Truck Rental at industry functions and trade shows
- Meet daily, weekly, and monthly dialing and sales quotas.
- Achieve monthly group fleet utilization goals.
- Achieve quarterly group truck sales goals.
- Utilize Sales Force to communicate, organize, and document your and the team's efforts.
- Learn and understand the connectivity between Sales, Operations, and F&A across BTR
 - Meet weekly with Operations team huddle.
 - Meet weekly & monthly with F&A team.

Qualifications:

- Bachelor's Degree Preferred
- Minimum 2 years of inside sales experience with proven track record of success
- Experience with managing municipal (city, state & government entities) customers through the bidding and RFP process a plus.
- Excellent written and verbal communication skills to effectively work with employees and customers.
- Disciplined & strong ability to work in a fast-paced environment.
- Attention to detail.
- Adequate use of web-based applications (Sales Force), Word, Excel, PowerPoint, etc.
- Ability to drive a car and possess a valid and current driver's license.
- Willingness to travel overnight between ~10% of the time.

****Please direct inquiries to Brianna Arthur at barthur@bigtruckrental.com or 813-928-3635***