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| Job Title: Inside Sales, Supply Chain | Location: Tampa, FL (preferred) |
| Direct Report: John Seabaugh VP Sales, Supply Chain | Overnight Travel: 10%+ |

Company and Position Overview:

Big Truck Rental is North America’s number-one source for 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 Inside Sales specialist to support sales in the Supply Chain verticals. This position will be responsible for supporting the outside sales team National Account Managers in rental and sale order fulfillment and processing, prospecting, CRM updates, customer service and other essential functions.

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

Essential Job Functions:

- Exceptional verbal and written communication skills both internally and externally to interact effectively
- Proficiency is using CRM software (Sales Force), order processing systems and MS Office Suite
- Provide world class customer support to the supply chain vertical and our dealer partners
- Conduct customer surveys to gather feedback and measure satisfaction and Net Promotor Score
- Ability to phone prospect across multiple verticals: LTL, Dedicated, Parcel, Retail, E-Commerce, Wholesale, Food & Beverage, Agriculture, Construction, Energy,
- Strong organizational skills and time management skills with ability to adapt and prioritize workload
- Collaborate and work closely with the sales team and other departments to ensure seamless operations and customer satisfaction
- Contribute to achieve budgeted number for utilization, trucks on rent, and revenue within the supply chain segment

Qualifications:

- Dynamic and energetic team player with a “roll up your sleeves” mentality.
- Bachelor’s Degree or industry equivalent experience.
- Minimum 2-3 years business-to-business experience in sales or customer service role
- Proven success in sales, customer service, customer support function
- Disciplined and strong ability to work in an independent environment.
- 10% overnight travel may be required

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
