

Job Title: Inside Sales & Support Representative	Region: Central or Texas
Direct Report: Brianna Arthur – Sales Manager – North America	Overnight Travel: Less than 10%

Company and Position Overview:

Big Truck Rental is North America’s number-one source for essential services rental and late-model off-rent trucks. 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 Inside Sales and Support Rep. This position will be responsible for customer satisfaction and revenue growth in a defined geographic region.

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 that rental and sold trucks have been received, to include sales orders, BOLs, 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 Salesforce 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.
- Excellent written and verbal communication skills to effectively work with employees and customers.
- Disciplined & strong ability to work in a fast-paced environment.
- Adequate use of web-based applications (Salesforce), Word, Excel, PowerPoint, etc.
- Ability to drive a car, and a valid and current driver's license.
- Willingness to travel overnight ~10% of the time.

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