

JOB TITLE:	Sr Director of Sales- East
REGION:	East
REPORTING TO:	Pete Hendrickson – Vice President of Refuse Sales
OVERNIGHT TRAVEL:	40% +
LOCATION:	Tampa, FL

Company and Position Overview

BTR is North America’s number one source for essential services rental equipment. We work with Fortune 500 companies, municipalities, and a network of independently owned companies who provide essential services to waste, recycling, and logistical industries. Founded in 2002, Big Truck Rental is a rapidly growing, technology enabled customer focused organization that is seeking a highly motivated and success-oriented Sr Director of Sales. This position will be based in Tampa, FL and responsible for all Refuse revenue in the East.

Essential Job Functions

- Lead the outside sales efforts for BTR within the East Region for both rental and off-rent sales solutions across all customer segments.
- Attract, develop and retain a team of A players.
- Promote BTR’s culture internally and externally.
- Drive accountability across the team focusing on efficient and effective customer engagement.
- Collaborate with segment leaders and West Region Sr Director to implement best practices and execute on sales plan.
- Promote and reinforce Agro training curriculum across the team.
- Support and develop our dealer partner network sales personnel with the goal of developing an extension of our sales efforts across all customer segments.
- Report on all business aspects of the Region.
- Represent and promote to the highest standard BTR at relevant industry events across the Region and Nationally, as needed.
- Utilize our CRM and web-based tools to their maximum potential for communication and organization of our sales efforts within the Region.

Qualifications

- Bachelor’s Degree or industry equivalent experience.
- Minimum 10 years business-to-business sales experience with a proven track record of success.
- Proven and experienced in growing, developing, and executing sales strategy/direction within existing and new customers and markets.
- 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 40%+ overnight travel as required to execute on role and business objectives.
- Refuse, rental industry, and or transportation industry experience is an asset.



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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. If you are contacted for an interview and require any accommodations, please notify our team in advance so we can provide the applicable accommodations.

Please direct all inquiries to Pete Hendrickson at Pete@bigtruckrental.com or 813-966-4586