

JOB TITLE:	Vice President, National Accounts
REGION:	North America
REPORTING TO:	Eric Voss – CSO
OVERNIGHT TRAVEL:	40% +

Company and Position Overview

Big Truck Rental is North America’s number one source for essential services rental equipment. At Big Truck Rental, 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 customer focused organization that is seeking a highly motivated and success-oriented Vice President of National Accounts. This role will be responsible for developing strategy, execution, and managing relationships with key customers, including some of the larger publicly traded waste companies.

Essential Job Functions

- **Strategic Leadership:** Develop and execute the national account strategy, ensuring alignment with the overall business objectives and market trends in the waste and recycling industry.
- **Relationship Management:** Build and maintain key stakeholder relationships across each account.
- **Growth:** Identify opportunities for growth within existing accounts and drive new business development efforts to expand the BTR partnership.
- **Team Leadership:** Work closely with BTR’s refuse leadership team to implement and execute the national account strategy to maximize success and results.
- **Reporting & Forecasting:** On a monthly and quarterly basis, report on all aspects of the national account business with a focus on results and future looking opportunities to drive continued improvement and results aligned to our growth strategy.
- **Cross Functional Collaboration:** Work closely with operations, marketing, and finance team to ensure a seamless customer experience and that customer initiatives are being achieved at a high level
- **Market Analysis:** Monitor industry trends, reporting, and participate in quarterly earnings calls.

Qualifications

- Bachelor’s degree in business, sales, marketing or industry equivalent experience; MBA preferred.
- 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 transportation industry experience is an asset.

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 Eric Voss at eric@bigtruckrental.com or 770.312.6675