

Outside Sales Representative

King/Snohomish County, WA

Position Purpose:

This is an exciting opportunity to work for the largest independent equipment rental company in the Pacific Northwest. The Outside Sales Representative is responsible for growing top lines sales, market share, and bottom-line profit. Differentiates products and service from the competition. Develops ongoing, profitable relationships with existing and potential customers and promotes company brand. Provides best in class customer experience and product solutions to ensure maximum customer satisfaction and retention.

PRINCIPAL RESPONSIBILITIES AND DUTIES:

- Build and strengthen relationship with new & existing customers by performing sales calls to include face-to-face meetings, phone calls and virtual meetings
- Maintain and expand customer base within assigned territory
- Meet or exceed assigned sales targets and profitability objectives
- Partner with Sales Team to provide service to new and existing customers via lead sharing, sales campaigns, etc to ensure exceptional customer service
- Maintain detailed account profiles, prepares sales reports and complete all necessary paperwork, including call reports, expense and territory summaries and projections in an accurate and timely manner
- Build and strengthen relationships with both internal and external customers
- Attend and participate in company-sponsored events and industry trade shows
- Build and maintain ongoing awareness of new products, services, competitor activities and market data
- Perform other related duties as assigned

MINIMUM QUALIFICATIONS

Basic Knowledge & Competencies

- Excellent time management skills to include prioritization of tasks and execution to meet established deadlines
- Excellent customer service, communication and negotiation skills
- Analytical skills, root cause analysis and problem-solving skills
- Excellent written and verbal communication skills
- Strong presentation skills
- Proficient in Microsoft Office Suite

Previous Experience & Education

- Bachelor's degree or equivalent experience preferred
- 3+ years' successful outside sales experience
- Experience with Customer Relationship Management (CRM) preferred.

Physical Requirements

- Working conditions are normal for an office environment
- Frequent use of hands to manipulate the keyboard, telephone, files and other equipment
- Standing, walking, lifting, twisting and bending on a frequent basis
- Ability to lift up to 40 pounds

Apply with:

Lan Schiefelbein

Regional Manager - Western WA – North

lan@starrentals.com

(425) 348-6969