

## **Rental Sales Representative**

Collicutt Energy Services Inc is currently seeking a Rental Sales Representative for Northern California to join our team, based out of our Sacramento office. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our rental business in the power generation industry.

### **Primary Job Functions:**

- Compile lists of prospective customers for use as sales leads, based on information from industry journals & magazines, periodicals, business directories, blue book, internet phone listings etc.
- Travel throughout assigned territory to call on prospective and existing customers to solicit orders and maintain customer relations; as well as by phone.
- Display and demonstrate products using brochures, catalogs, line cards, spec sheets, power point and trade shows; while emphasizing saleable features and Collicutt offered products and services.
- Provide onsite familiarization training for customer on offered rental products and mobile gensets.
- Quote prices for rental projects, new mobile genset sales, service sales and used equipment request.
- Request and collect Purchase orders, credit & insurance info for Collicutt inside staff and prepare contracts for orders.
- Confirm ordered or required items for on order prior to hand off to the rental or service coordinator.
- Assist coordinators in scheduling, shipments of generators and equipment, as well as setting up times for maintenance to be performed.
- Prepare reports including but not limited to sales forecasts, weekly sales call reports, weekly call reporting, business transactions receipts, and expenses to corporate admin weekly.
- Establish and maintain customer base in which to promote and solicit new and on-going business and record on spreadsheets.
- Prepare quotes proficiently and maintain accurate customer information using Microsoft Word & Excel, Act and Adobe for capturing customer data and call reporting.
- To perform this job successfully, an individual must be able to perform each essential duty beyond a satisfactory level.

### **Qualifications and Education requirements:**

- 5+ years of experience in sales is required, industry related experience an asset
- Bachelor's degree is an asset

### **Required Competencies:**

- Technical background in generators, engines and related components would be an asset
- Strong work ethic and high sense of motivation and goal driven
- Excellent organizational, written, verbal, negotiation and interpersonal skills
- Client service focus with experience in customer problem resolution
- Able to work independently and in a team atmosphere
- Possess integrity, a strong sense of urgency and a proven ability to hit deadlines
- Able to work a flexible schedule, including overnight travel as required
- Strong customer service focus with good verbal and written communication skills
- Effective time management, including the ability to anticipate and deal with the effects of change
- Proven competency in Microsoft Office
- Valid driver's license
- Available for, and legally able to, travel internationally

**Salary:** \$45,000 - \$60,000

**Standard Hours:** 8:00 am – 5:00 pm (hours may vary depending on scheduling demands). Must also be available for the on-call rotation.

**Supervisory Responsibilities:** No

Our atmosphere is professional with a high value placed on teamwork, fun, professional growth and providing excellent service to our customers. If you are interested in being a part of the Collicutt team, please send your resume and cover letter to Human Resources by responding to this ad.

Collicutt follows the principles of equal opportunity in regards to its hiring and promotion procedures. Collicutt does not discriminate based on items such as race, gender, origin, religion, sexual orientation, veteran status, or any other classification protected by federal or state law.

*We wish to express our gratitude to all applicants for their interest and effort in applying for the position; however, only candidates under consideration will be contacted.*

For more information on our company, please visit our website: <https://www.collicutt.com>

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~ It's Fun to Win ~ Finding a Better Way*

