

Job Title: Sales Adviser – Equipment Rentals (Remote)

Company: Williams Equipment Rentals

Location: Remote (with occasional in-person meetings)

Job Type: Part-Time, Flexible Schedule

Compensation: 30% Commission on Successful Sales (Rate to be reviewed after 6 months)

About Us:

Williams Equipment Rentals is a trusted provider of high-quality construction and industrial equipment rentals. We are committed to helping our clients complete their projects efficiently and safely by offering a wide range of reliable equipment and exceptional customer service. Our team values professionalism, integrity, and customer satisfaction.

Job Overview:

We are seeking a motivated and results-driven **Sales Adviser** to join our growing team. This is a remote, part-time position with the flexibility to work on your own schedule. You will be responsible for identifying new business opportunities, building relationships with clients, and closing sales to drive company growth. Successful candidates will have strong communication skills, a proactive mindset, and a passion for helping clients find the right equipment solutions for their projects.

Key Responsibilities:

1. **Lead Generation:** Identify and pursue new business opportunities through networking, cold calling, and industry outreach.
2. **Client Relationship Management:** Build and maintain strong relationships with new and existing clients to understand their needs and recommend suitable rental equipment.
3. **Sales Execution:** Present and promote company services to potential clients, negotiate terms, and close sales effectively.
4. **Market Research:** Stay informed about industry trends, competitor offerings, and customer needs to refine sales strategies.
5. **Reporting:** Provide regular updates on sales performance, customer feedback, and market insights to the management team.
6. **Team Collaboration:** Attend occasional in-person team meetings to discuss strategies, share feedback, and align with company goals.

Qualifications:

1. Proven experience in sales, preferably in construction, industrial, or equipment rental industries.
2. Strong communication and negotiation skills.
3. Self-motivated with the ability to work independently and manage time effectively.
4. Comfortable using sales tracking tools and CRM software.
5. Ability to analyze customer needs and recommend suitable solutions.
6. Professional and customer-focused attitude.
7. Over 1 year of experience

What We Offer:

Competitive 30% commission on all successful sales (reviewed after 6 months)

Flexible, remote work schedule

Supportive team environment with opportunities for growth

Access to industry-leading products and services

Location:

Remote