



**Job title: Sales Executive**

**Location: Detroit, MI**

As a Sales Executive you will be the primary point of contact for existing and potential customers. You will be responsible for learning all aspects of the crane rental business and JJ Curran's rental fleet, for maintaining and growing existing accounts, and developing new business opportunities. Cultivating relationships and regular local travel to job sites and offices of current and potential customers is essential to your success.

**Essential Duties and Responsibilities**

- Establish, grow, and maintain customer relationships at the local level by providing seamless and consistent service to the customer
- Visit offices/job sites of former and potential customers to educate them on JJ Curran's capabilities, rental fleet, and services
- Make regular visits to the job sites of existing customers
- Analyze opportunities, identify key personnel, and develop strong business relationships
- Work with other departments to develop well rounded crane industry knowledge (Service, Dispatch etc.)
- Coordinate site visits and job planning meetings
- Prepare bids and give technical advice on crane types and lift solutions
- Utilize fleet management software and maintain accurate customer records
- Advise on availability of assets by timeframe and location and lifting plans (3D lift planning)
- Function as the primary liaison between the customer and JJ Curran
- Resolve customer disputes
- Performs other duties as assigned or required
- Maintain compliance with all company policies and procedures

**Education and/or Work Experience Requirements**

Experience: 2+ years' experience in Sales

Skills/Knowledge:

- Moderate level understanding of the market, clients, and competitors
- Moderate level knowledge of MS Office and CRM software
- Advanced level customer service skills
- Advanced level written and verbal communication skills
- Advanced level analytical and problem-solving skills
- Advanced level organizational skills and attention to detail

Other:

- Current Driver's License and JJ Curran approved driving record must be maintained
- Local travel is required, occasional overnight travel may also be necessary





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