

Rentals Manager | Sauer Compressors Mexico

Job Description

An innovative, expanding, international company located in the metropolitan area of **Monterrey City** is looking for a talented, experienced sales professional for position of **Rentals Manager**. This key position will cover the Mexican Territory of company, from Mexico to Panama, including all countries of Central America and Caribbean, and is responsible for strengthening our business relationships with current accounts, as well as expanding market share and brand recognition within our region, for Rentals of High-Pressure Compressors. This position will report directly to the National Sales Manager and the General Manager in Mexico.

Responsibilities

- Improve the Rentals strategy to achieve organizational sales goals and revenues about Rental business.
- Implement National Rentals programs by developing field sales action plans.
- Expands Rentals revenue for the Mexican Territory. Track, collate and interpret Rentals figures.
- Establishes Rentals objectives by forecasting (annual, quarterly and monthly sales revenue) and developing annual Rental's quotes for regions and territories; and projecting expected Rental's volume and profit for existing and new products.
- Develop promotional ideas and material. Investigates lost Rentals and customer accounts.
- Cultivates effective business relationships with executive decision makers in key accounts.
- Expands national Rentals staff by recruiting, selecting, orienting, and training Distributors and Commercial Representatives.
- Builds value relationships with current customers and distributors, major end users, OEMs and key industry personnel.
- Educates and strategizes with industry personnel by hosting lunch and learns, webinars, seminars, tradeshows participations, meetings and joint visits
- Works closely with Technical Proposal Manager, Regional Sales Managers, National Sales Manager and General Manager to develop Rentals strategies and execute Rentals plan to hit goals and KPIs for the region
- Communicates regularly with Engineering & After Sales departments to ensure the highest level of customer service is achieved.
- Keep updated the inventory into the CRM about the conditions of the rental fleet
- Keep updated the spare parts inventory for the rental fleet into the ERP
- Program the inspection before and after rental to make sure the rental unit will be running
- Do follow up with the actual and new rentals to know how many hours the compressor is running and know if the will require more oil, or a service in the meantime the rental is running.
- Work together with the logistics department and service technicians
- Maintains compressor industry knowledge by participating in educational opportunities, reading professional publications and maintaining networks, as well as tracking competitors.
- Provide on-site technical consultation regarding products & systems by recommending product lines and identifying new product opportunities by surveying customer needs.
- Attend trade shows, professional seminars and internal company training and events
- Completes reports and documents timely, accurately and efficiently.

Required Skills/Experience

- Technical degree in a related study (Mechanical, Industrial or Commercial) or commensurate experience in the compressor industry (at least two years of experience as Salesman).
- Be detail-oriented, organized with proficient computer skills, especially in the use of Microsoft products.
- Knowledge into administrative work to maintain all the reports, documentation, into the ERP and CRM systems
- Must utilize Salesforce regularly to manage accounts.
- Able to work independently, make good decisions, and work as part of a team.
- Proactive: able to anticipate issues and provide solutions.
- Maintains a high level of responsibility and accountability.
- A quick learner and adapt well to changes.
- Good communication and organizational skills.
- Excellent written and verbal communication skills in English.
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods.
- Ability to handle sensitive, confidential information.
- Excellent time management skills and the ability to prioritize work.
- Attention to detail and problem-solving skills.
- Required to travel at least 60% of the time. Inside and outside Mexico.
- Adaptable to multicultural and multinational integration.
- Valid passport and USA Visa.

Benefits & Compensation

- Salary commensurate with experience.
- Fixed salary, plus commercial commissions (monthly) and annual performance bonus.
- Major Medical Expense Insurance and Life Insurance
- Growth opportunities.