Outside Sales Representative – B2B Rentals & Leasing

Louisville, KY · Full-time · **$55k–65k**

Outside Sales Representative – B2B Rentals & Leasing
Location: Louisville Metro, KY
Territory: Regional territory surrounding Louisville
Salary: $55,000 - $65,000+ (DOE) base + Uncapped Commission, Ramp Guarantee for 1st 3-6 months
Fully Ramped On-Target Earnings: $125,000 - $150,000
Benefits: Medical, Dental, Vision, 401(k) Match, PTO, Holidays, Car Allowance, Mileage
Job Type: Full-Time | On-site in Louisville when not traveling
Travel: ~50% local/regional day travel; minimal overnight travel
Start Date: ASAP

Outside Sales Representative – B2B Rentals & Leasing Description

Our client is looking for an Outside Sales Representative to join their team in the Louisville, KY area. In this role, you will grow an established territory through new business development while managing existing customer relationships. You'll sell commercial rental, leasing, maintenance, and related business solutions while working closely with internal teams to develop proposals, pricing, and customer solutions. Our client is looking for someone with proven outside B2B sales experience, ideally in an industry involving equipment, commercial services, or contract-based solutions. Experience in commercial trucking or equipment rental/leasing is a plus, but candidates from industrial distribution, uniform/facility services, waste management, commercial HVAC, security services, material handling, and similar industries are encouraged to apply. To succeed, you must be comfortable prospecting, developing a territory, building long-term customer relationships, and selling on value in a competitive market. This is an opportunity to inherit active accounts and warm leads while building your own customer base, with extensive product and sales training provided.

Outside Sales Representative – B2B Rentals & Leasing Responsibilities

- Prospect new customers through calls, outreach, and in-person visits
- Manage and grow existing rental and leasing customer relationships
- Develop proposals for leasing, rental, maintenance, and related services
- Visit prospects and customers throughout the assigned territory
- Coordinate with internal teams to develop customer solutions, pricing, and proposals
- Identify opportunities to introduce additional products and services based on customer needs
- Work with internal operations teams to coordinate service availability and meet customer needs
- Maintain sales activity, account information, and opportunities in CRM

Outside Sales Representative – B2B Rentals & Leasing Qualifications

- Outside B2B sales experience required
- Experience prospecting for new business and managing existing accounts required
- Proficiency with Microsoft Office and CRM required

- Valid driver's license and reliable vehicle required
- Ability to travel locally approximately 50% of the time required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zlpa/?apply=true

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