

# Vehicle Leasing

## Relationship Manager (Equipment)



We are looking for a motivated and results-driven individual to join our team! In this role, you'll have the opportunity to connect with clients, provide expert advice on our wide range of rental equipment, and help them find the right solutions for their projects. If you have a passion for sales and a strong understanding of equipment rental, we want to hear from you!

### Key Responsibilities:

- Sales and rental of Mobile Elevating Work Platform (MEWP) and Material Handling Equipment (MHE) rental products to customers.
- Develop new leads to ensure monthly sales targets are met.
- Build and maintain good customer relationship.
- Deliver sales presentations in a professional and effective manner.
- Perform outdoor site visits to clients' premises.
- Maintaining up-to-date awareness of company activities, industry trends & government regulations.

### Requirements:

- Diploma & above.
- Result driven with proven track record in sales and ability to engage customers at all levels.
- Able to work in a fast-paced environment.
- Dynamic, self-motivated with good interpersonal skills.
- Possess own transport will be an added advantage.
- Able to perform outdoor duties and work at site.