



SALES CHAMPION (INSIDE SALES)

BIGFOOT CRANE

Our phones are ringing, sales leads are pouring in and our Sales team needs saving from themselves – they're so good at their jobs that they can't keep up with the demand. If you think you have what it takes to wrangle the sales process, take our short quiz to see if you're the Alfred to our Batman, the Yeti to our Sasquatch... you get the idea.

What is your first thought when the phone rings?

- a) What is that noise?
- b) Must...Destroy...Phone
- c) Thank goodness – I have been dying to talk to someone

How do customer questions make you feel?

- a) Like the pulsating vein in my head is going to explode
- b) Like counting the dots on the ceiling
- c) Let's do this – there is nothing I can't help you solve!

When you think about paperwork, data-entry and sales processes, you think:

- a) I'd rather have my toenails ripped off by a drunk monkey
- b) You're wondering what you're going to watch on Netflix tonight
- c) Bring it on, no task too small

How would you describe your interpersonal skills?

- a) I bite, and sometimes stare
- b) I would put a moat around my desk if I could
- c) Let's grab a coffee, tell me about your work day

If you were handed a puzzle, you would...

- a) Lick some of the pieces
- b) Open the box and leave a puzzle-piece bread crumb trail around the office
- c) Ask why we gave you the puzzle in the first place

When given direction or feedback, you...

- a) Start speaking gibberish
- b) Panic and run
- c) Take notes and push forward

My view on learning is...

- a) My memory capacity is maxed out, who needs to know more?
- b) Just ask Google
- c) Keep the challenges coming, I never know enough

Your Results:

If you answered mostly C's... then we want to hear from you!

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POSITION OVERVIEW

Our Sales Champion (aka. Inside Sales Representative) will play a vital role in fielding client inquiries and acting as a conduit for our crane accessories sale process. There is no job too small, every bit of effort contributes to our success, and we're looking for our next team player!

We're looking for a sales-oriented people person who can work with technical products in the construction and natural resource industries for our under-hook Crane Accessories product line and other product lines as needed! Basically, the sky is the limit, we have plenty of opportunity for someone looking for room to grow.

Now for the typical spiel, our ideal future 'bigfooter' understands the importance of timely communication and able to represent our company in a professional manner. Comfortable engaging prospects to learn about their situation and understanding the opportunities to upsell and cross promote. Self-motivated and 'cool as a cucumber' persona are excellent traits to navigate the fast pace workload.

If you're looking for a challenge, and an opportunity to grow into other areas of the business - then don't hesitate! Send your cover letter and resume today!

(Emphasis on the cover letter, give us a feel for what you're all about!)

And the next question, Why Bigfoot Crane?

- We promote and protect our awesome culture
- We are a young company on the move, grow along with us
- We believe in continual professional development opportunities for our team members
- We offer competitive salary and commissions
- Excellent benefits package

TO APPLY:

Please email your Cover Letter and Resume (PDF or Word doc) to: HR@BIGFOOTCRANE.COM

Please use the email subject line, "SALES CHAMPION".

**We appreciate your application but only those selected for an interview will be contacted.
No Phone Calls Please.**



ABOUT BIGFOOT

At Bigfoot, we believe our success begins with the team we build. As a small diverse non-union company, we need agile team members keen to grow and work in various aspects of our service business. Continued education and development are a core belief, and we proactively support our crew to reach new heights - literally and figuratively. Our business includes rentals, sales and service for Self-Erecting Tower Cranes, Traditional Tower Cranes, Construction Hoists and Rooftop Derrick Cranes. We are a "pitch in" and "roll up your sleeves" kind of place, cultivating a strong team environment. We actively promote a culture high in honesty and integrity. Legendary Service: It's what we do.