

# Rental and Hire Controller - Forklift and Access Equipment

## **About Us:**

General Equipment Rentals is a leader in the forklift and access equipment hire industry and has been established for over 40 years. We also own and operate Melbourne Scissor Lift Hire. Our key focus is quality customer service and on-time, on-demand delivery.

## **Position**

An exciting opportunity has arisen for a Hire Controller in our Braeside premises. You will be responsible for co-ordinating all aspects of our hire operations as well as driving new business opportunities.

There is a real potential to later progress into a management position for the right candidate.

Your responsibilities will include:

- Co-ordinating all aspects of equipment hire including equipment allocation and organizing transport;
- Handling incoming calls and inquiries and being the first point of contact for our customers;
- Identifying new customers and creating new opportunities with existing customers;
- Negotiating equipment hire prices;
- Providing quotes and follow up of customer inquiries;
- Business Development, generating new leads and converting quotes into sales
- Providing exceptional customer service

## **Candidate**

This is an excellent opportunity for individuals who can demonstrate:

- Experience in the hire or forklift and access equipment industry
- Sales experience and the willingness to pick up the phone and call
- Experience in managing and growing relationships with new and existing clients
- Strong computer skills

## **Benefits**

- Generous above market salary package, negotiable based on experience
- Potential to later progress into management position
- Modern premises