

Fleet Product Specialist

Company Profile:

The Jim Pattison Group is a diversified holding company operating a number of strong and diverse divisions, which span the automotive, advertising, media, agricultural equipment, food and beverage, entertainment, exporting, financial, real estate, and periodical distribution. With annual sales over \$ 12.7 billion, The Jim Pattison Group is the second largest privately owned company in Canada.

Jim Pattison Lease has been operating in Canada since 1961. A truly coast to coast company headquartered in Burnaby, BC, the company has offices in Victoria, Kelowna, Calgary, Edmonton, Winnipeg, Toronto, Montreal and Halifax. A division of the Jim Pattison Group, Jim Pattison Lease is Canada's largest privately-owned fleet management and corporate leasing company that provides personalized service to businesses of all sizes, featuring flexible, customized fleet management solutions.

The Opportunity:

We are looking for an enthusiastic product specialist to join our team and provide creative ideas to help achieve our fleet program goals.

Based in one of our Jim Pattison Lease offices and reporting to the Executive Vice President, you will work closely with our teams across the country to develop, promote, and manage key fleet products and services.

Key Responsibilities:

- Provide support for all fleet service products/services in order to increase productivity and profitability
- Launch sales and marketing campaigns through various channels to increase lead generation
- Liaise with sales teams to identify and promote additional fleet products and services
- Develop, promote, and present product offerings to existing and new customers
- Work closely with internal stakeholders on product/service development initiatives
- Track and monitor customer retention rates for fleet service products
- Provide ongoing internal and external customer support

Key Skills and Qualifications:

- University degree (or equivalent) preferred
- Minimum 2 years' experience in a B2B sales or internal sales role
- Strong MS Office experience in Word, Excel, and PowerPoint
- Familiarity with social media strategies and platforms
- Superior sales presentation skills including preparing sales presentations
- Outstanding written and organizational skills
- Bilingual (French/English) strongly preferred
- Ability to work in a fast paced team environment including supporting teams in remote offices

How to Apply: Interested applicants should email their resume and cover letter to greatcareer@jplease.com.