

## **POSITION DESCRIPTION**

**TITLE:** Equipment Resale Representative

**EFFECTIVE DATE:** March 3rd, 2017

**DEPARTMENT:** Container Resale

**LOCATION:** Cranford, NJ or San Francisco, CA

**REPORTING TO:** Equipment Resale Director

**FLSA STATUS:** Non-exempt

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### **GENERAL SUMMARY:**

Assist Equipment Resale Director – US, Canada & Central America in all aspects of marketing involved in selling and trading second hand containers. Oversee operations related to container sales working with Operations and depots. Manage payment activities and provide stellar customer service.

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### **ESSENTIAL DUTIES & RESPONSIBILITIES :**

- Maintain personal contacts, by regular telephone/e-mail/fax/visits, with all key customers headquartered in the territory. Determine customer needs regarding selling, purchasing and one-way leasing of containers. Provide feedback on customers and general market conditions to Equipment Resale Director – US, Canada & Central America.
- Maximize profit from selling in-fleet sales containers and trading containers. Minimize the inventory of sales and trading containers in the region.
- Monitor and coordinate domestic repositioning of containers to better sales markets in NAM.
- Monitor on/off-hire bookings of one-way containers. Update one-way container movements as required for TEX 3 and TEX 3 Resale, as per Textainer guidelines.
- Provide support and guidance to other Resale, Marketing and Operations staff as they service customers on matters regarding the sale, releases and related queries.
- Assist with collections and liase with A/R department to ensure correct allocation of funds. Ensure the quick and efficient resolution of queries and problems.
- Obtain repair estimates from depots and Operations staff. Ensure containers are repaired to WWT standards. Evaluate repair estimates and costs to ensure that containers are being repaired in the most efficient and economical manner.
- Other duties as requested by the Equipment Resale Director – US, Canada & Central America.

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### **ORGANIZATION RELATIONSHIPS:**

**Internal:** Billing and Administration, Operations, Finance

**External:** Customers, Depots, Shipping Lines & Truckers.

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Candidate must have a proven track record of personal success in selling & marketing. PC proficient with good knowledge of Word and Excel. Excellent communication skills both written and oral.

### **REQUIRED QUALIFICATIONS:**

#### **Knowledge:**

- In-fleet sales, one way leasing, competitor insights and contacts

#### **Skills:**

- PC proficient with good knowledge of Word and Excel
- Excellent communication skills both written and oral
- Customer service oriented
- Creative

## **POSITION DESCRIPTION**

- Think outside the box

### **Capabilities:**

- Able to work on own initiative with minimal supervision
- Well organized and detail orientated
- Work in a fast paced environment and under pressure
- Ability to deliver high productivity
- Effective team player

### **Competencies:**

- Customer focus
- Functional / technical skills
- Learning on the fly
- Peer relationships
- Perseverance
- Time management.

### **Minimum educational level:**

- Bachelor in Business

### **Minimum experience:**

- 3-4 years of experience in the container leasing and sales industry preferred
- Proven track record of personal success in selling & marketing

### **Physical Requirements:**

- Some travel required

**This job description intends to describe the general nature and level of work being performed by people assigned to this job. It is not intended to include all duties and responsibilities.**

### **Company Overview:**

Textainer (NYSE: TGH) was established in 1979 and is a leader in the global marine container leasing industry. Textainer leases standard, special dry freight, and refrigerated marine containers to international shipping lines. Textainer also purchases older containers from its shipping line customers and sells these containers along with containers being disposed from its own fleet. Since 2003 Textainer has been the primary supplier of containers to the U.S. Military. Today, Textainer is the largest lessor of marine containers and the largest seller of second hand containers in the world. The Company's strategy is to be the most reliable supplier of quality containers. This strategy is implemented by paying detailed attention to all aspects of the business including: providing superior equipment; ensuring it is available in the right place and the right time; charging competitive rates; minimizing repair costs; and operating a professional, experienced organization. Whether you need 20' standard dry freight containers in Shanghai, 40' high cubes in Chicago, or folding flatracks in Hamburg, Textainer provides the high quality equipment and excellent service you expect from a world leader.

## **POSITION DESCRIPTION**

Textainer's owned and managed container fleet is comprised of 2.2 million containers representing more than 3.2 million TEU in our owned and managed fleet. We lease containers to over 400 customers, including all of the world's leading international shipping lines, and other lessees. Our fleet consists of standard dry freight, dry freight specials, and refrigerated intermodal containers. We also lease tank containers through our relationship with Trifleet Leasing and are the primary supplier of containers to the U.S. Military. Textainer's 165 employees and dedicated representatives are located around the world in major international shipping and trading centers; the network of regional and area offices forms the backbone of Textainer's leasing, resale, and operations efforts.

To learn more about the company, please visit [www.textainer.com](http://www.textainer.com).

At Textainer, we offer a competitive compensation and comprehensive benefits package including health and wellness benefits for you and your family, 401k retirement plan with company matching, paid vacation / sick days and holidays, flexible work hours as well as training and education opportunities. We are committed to fostering an environment that promotes work-life balance.

We will accept resumes for this position until the position is filled or February 10, 2017, whichever is sooner.

To apply for this position, please submit your resume through Textainer's Career Opportunities website at <http://www.textainer.com/Careers/CareerOpportunities.aspx>.

Must be eligible to work in the United States for any employer (cannot sponsor work visa or pay for relocation). Textainer is an Equal Opportunity/Affirmative Action Employer. This employer participates in the E-Verify Employment Eligibility Verification Program.