



SpireDrive Fleet Sales Executive

We're a great business with great people – be part of it!

A vacancy exists for the position of Fleet Sales Executive within SpireDrive Vehicle Rental a subsidiary of United Rental Group Limited, situated at our Chesterfield Head Office.

About us

United Rental Group is the UK's leading licensee network of independent vehicle hire companies. We manage close to 600 licensees, operating from around 700 locations nationwide, providing car, van, truck, and specialist vehicle rental services. Based in Chesterfield, Derbyshire, we are a small team with under 100 people and have been operating since 1991.

Don't let our team size fool you - we are an enormously financially successful business, generating between £17m and £30m in annual profit in recent years. We're a proud BVRLA member and part of the East Midlands Chamber.

We foster a vibrant, fast-paced environment where energy, enthusiasm, and motivation thrive. You'll be joining a team of passionate professionals who love what they do. Our culture is built on collaboration, shared values, and a commitment to high performance.

About the role

Are you up for an exciting challenge within a successful Fleet Sales Department that sits at the heart of our business?

Working as part of a team of six, you will play a key role in generating orders, building strong customer relationships, and supporting the needs of the SpireDrive Vehicle Rental network within a busy and fast-paced environment.

This is a varied role where you will be involved in all aspects of the department. Your responsibilities will include making both outbound and inbound sales calls, proactively generating orders for Rentplan products, completing new account paperwork, and liaising with area-specific Development Managers to resolve customer issues and deliver excellent customer service. You will also act as a key internal point of contact for the wider SpireDrive Vehicle Rental network.

In addition to maintaining strong relationships, this role requires a proactive and confident sales approach. You will be expected to actively identify opportunities, promote products, and confidently convert enquiries into orders through a more targeted and results-driven sales approach.

Success in this role will be achieved through maintaining a high standard of communication with both customers and colleagues, alongside a strong focus on driving sales performance and delivering excellent service.



About you / skills required

- Are you dynamic?
- Are you outgoing?
- Are you ambitious?
- Are you disciplined, confident, self-motivated, and able to prioritise your workload effectively?
- Are you mathematically minded & proficient in MS Office applications, Outlook, Word, and Excel?
- Do you have a positive attitude?
- Do you possess strong interpersonal skills?
- Do you have excellent verbal and written communication skills?
- Do you have the ability to learn quickly and succeed in pressurised conditions?
- Do you want to work for Britain's best local operators in Britain's biggest vehicle rental network?

What we offer in return

- Highly competitive salary
- Private Medical Insurance with AXA PPP & Dental Cover with Bupa
- Flexibility to work from home 2 days a month (following a successful probation period)
- We Invest time in our people.
- We invest time in *your* development.
- We work hard & we play hard.....our business recognises the importance of our colleagues spending time together away from the office. We have numerous events / celebrations throughout the year where we get together and celebrate being part of a highly successful & lucrative business!

This role involves working a 40-hour week, Monday to Friday, usually between the hours of 08.30 and 17.30 with one hour for lunch. Flexibility on this may be required periodically.

Please send a written expression of interest to Kerry Apps along with your CV and salary expectations to Kerry.Apps@URG.co.uk

Closing Date: Applications to be received by Friday 17th April 2026

