

Job Description

We're seeking a qualified sales representative to help us gain clients in rentals and sales of **EVENT** items and services. The sales representative will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings in a compelling way.

Objectives of this Role

- Represent our company's products and services, starting with a deep and comprehensive understanding and following with consumer research to identify how our solutions meet needs
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics
- Generate leads and build relationships planning and organizing daily work schedule to call on existing or potential sales outlets
- Develop and implement territory action plan through comprehensive data analysis, and adjust sales techniques based on interactions and results in the field

Daily and Monthly Responsibilities

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered
- Achieve sales goals by assessing current client needs and following and defined selling process with potential buyers, often utilizing product demos and presentations
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring

Skills and Qualifications

- 3-5 years in sales within Rental and Sales in **EVENT** in setting.
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Proficiency with sales management
- Personal integrity
- Ability to travel at least 90% of the time to customer locations and offices