

## **Account Executive - Sales AV and Corporate Event Sales**

Our company, the largest of its kind nationwide, provides audio visual equipment, digital signage, lead retrieval, document library, audio/video recording, kiosk, computers, printers, large plasma displays, servers, copiers, and a wide range of other technology to companies requiring rentals from one day to three months. This is a billion dollar industry nationwide. With 24 offices, SmartSource Rentals is the industry leader.

SmartSource will afford you an exciting and lucrative career opportunity. We offer a fast-paced and dynamic work environment. Most importantly, you will be provided the support and environment to excel and succeed with a leading industry company. If you are enthusiastic, highly motivated and looking for a great career opportunity, we encourage you to apply today.

### **Job Summary:**

As an Account Executive with SmartSource your primary focus will be to develop and to cultivate business relationships with local trade associations, major corporations, meeting and event planners, venue managers, event and trade show production companies.

### **Key responsibilities:**

- Effectively penetrate accounts with corporate event planners and trade associations through phone calls, face-to-face appointments and prior relationships.
- Leverage internal/external resources to build new client relationships while maintaining success with existing client relationships.
- Exercise effective sales strategies and closing techniques to successfully achieve individual sales and performance goals.

### **Requirements:**

The ideal candidate will possess:

- A minimum of 3 years of demonstrated professional sales experience, preferably in the Audio-Visual, Corporate Events and Trade Associations market.
- Bachelor's Degree preferred.
- Outstanding written and oral communications skills.
- Ability to effectively present ideas and information in a professional business environment.
- Effective time management skills, with strong organization and prioritization abilities.
- Strong knowledge of Microsoft Office products including Word, Excel, and Access.
- A positive, can-do attitude with a desire to continually improve performance and take it to the next level.
- Ability to utilize search engines and other business resources to gather relevant data and facts, and able to synthesize and apply the information appropriately.
- Ability to travel on a limited basis as needed.

Applicants: please submit your resume and salary history including base and commission information to [jobs@smartsourcerentals.com](mailto:jobs@smartsourcerentals.com)

SmartSource Computer & Audio Visual Rentals is committed to a work environment free of all forms of discrimination. If you want to find out more about SmartSource Rentals, please visit our website at [www.smartsourcerentals.com](http://www.smartsourcerentals.com).