

## Senior Regional Sales Executive – East Coast

**ARRI Rental New York** the premier rental house for professional motion picture Camera and Lighting equipment is looking for a **Senior Regional Sales Executive – East Coast** to work in our **Brooklyn, NY** office.

The **Senior Regional Sales Executive** is responsible for developing the US market, negotiating deals and coordinating client requests with the appropriate rental offices. In addition, this role requires a consistent interaction with national and international **ARRI Rental** colleagues and in doing so helping to create an effective group marketing network and data base.

We seek a *creative, self-motivated* individual with **5+ years'** experience in **Rental Sales/Marketing** oriented positions. Experience working in the **Film Equipment Rental industry** with specific knowledge of **Camera and Lighting Rental Equipment** required as well as superior business acumen.

To succeed in this role you must possess superior networking and relationship building skills, this is *not* an average Sales position.

The right candidate will use their extensive knowledge of the market and competitors, to identify, develop and leverage **ARRI Rental's** unique services. This role requires consistent interaction with **ARRI Rental** colleagues to help create an effective group marketing network, the position will also include managing the company CRM and implementing effective systems to track and pursue opportunities on a national level.

Main areas of responsibilities for this full-time role include:

- Increase revenue and market share for ARRI Rental
- Establish and enhance new and existing relationships for ARRI Rental
- Identify future opportunities while maintaining strong client relations
- Coordinate and communicate opportunities with the appropriate rental office and marketing team
- Attend marketing, technical, and operational meetings
- Attend industry functions; always promoting brand awareness
- Contribute to the development of ARRI Rental facilities
- Be prepared to travel extensively, sometimes at short notice

**ARRI Rental** is committed to providing high quality equipment and customer service always operating with professionalism and integrity while meeting the exacting requirements of our customers in production. If you are an individual that would like to work with a great team of people in this type of environment; be able to bring creativity, expertise and commitment to strengthen and grow the company, we are looking for you!

To be considered you must possess the following Skills/Abilities:

- Knowledge of rental equipment terminology and application as it applies to the Motion Picture, Broadcast and Special Event industries
- Ability to operate with professionalism and integrity in all business activities
- Strong negotiation and presentation skills
- Ability to handle stressful situations professionally and interact with co-workers and clients respectfully
- Exceptional customer service skills with a strong sense of urgency
- Excellent business acumen necessary
- Fluent in Excel, Word, Power Point, order entry and CRM programs

We truly value our staff and offer the benefits to prove it, medical, dental and vision insurance, a 401k plan, vacation, holiday, sick and personal leave, etc....

If you are someone who possesses these skills, is up to the challenge and ready to embark upon a rewarding career we would like to meet you. Salary is commensurate with experience and skill set.

To be considered please fax your resume to 845-215-0170 or email to [arricareers@arri.com](mailto:arricareers@arri.com).  
***We require that you include your salary requirements.***

ARRI Rental is an equal opportunity employer.

*Our products are Innovative, our customer service Legendary and our staff Dedicated.*

**ARRI** Rental