

## SALES REPRESENTATIVE

### Who we are:

A-Abco Rents & Sells, Inc. is a long standing, well-established leader in the party and event rental industry and is growing in the Bay Area. We provide event rental equipment service to industry professionals including caterers, venues, event planners, industry vendors, corporate clients, and individuals for social, corporate and personal event rentals.

### Who we are looking for:

Self-motivated and ambitious sales individuals, who have the desire to promote our products and services, achieve success and earn compensation commensurate with strong sales ability. The more you sell, the more you earn!

### Abilities We Seek:

- Willingness to do cold calling, as well as canvas and meet and greet potential clients.
- Expert networking capabilities, able to research and identify new customers.
- Ability to generate leads and make sales calls.
- Seek and develop new accounts and maintain and log information in company's marketing database.
- High sense of urgency to drive results through achievement of sales targets.
- Advanced communication skills: quick to respond and with strong follow up on high priority sales opportunities, detail-oriented.
- Must be able to reach a diverse client base with a creative marketing approach that is compelling for all of the different market segments of our client base.
- A solution-oriented approach to selling, inspiring our customers to receive value from our products and services.
- A high degree of common sense and the aptitude to learn quickly.
- Ability to communicate with all levels within an organization with professionalism at all times.
- Ability to work independently and as a member of a team.
- Computer literacy, professional email correspondence, ability to learn rental industry software, Excel, Microsoft Word.

### Requirements:

- Proven track record of cold calling and/or business to business sales experience in new business development.
- Five (5) years or more of experience in sales.
- Strong work ethic, driven, with high energy and enthusiasm.
- Strong verbal and written communication skills; excellent communication and interpersonal skills
- Flexibility to work in a fast paced, dynamic environment, self-motivated, self-directed, and able to focus on multiple customers and orders simultaneously.
- Upbeat, professional attitude with all customers and co-workers.

A-Abco Rents & Sells, Inc. is committed to equal employment opportunities regardless of race, color, genetic information, creed, religion, sex, sexual orientation, gender identity, lawful alien status, national origin, age, marital status, non-job related physical or mental disability, or protected veteran status. We support an inclusive workplace where associates excel based on personal merit, qualifications, experience, ability, and job performance.

To apply, email resume with cover letter to [lbrown@abcorents.com](mailto:lbrown@abcorents.com) .