

# Business Development Executive

**ARRI Rental New York** the premier rental house for professional motion picture Camera and Lighting equipment is looking for a **Business Development Executive** to work in our **Lighting Division located in our New Jersey and Brooklyn New York** office.

We seek a *dynamic, creative, and self-motivated* individual with **3+ years'** experience of Entertainment Lighting Rental Equipment, knowledge of rental equipment terminology and application as it applies to the Motion Picture, Television and Entertainment Industries. Along with **2+ years'** experience in a sales orientated position, knowledge of customer service standards and procedures. A Bachelor degree is preferred.

This exhilarating and amazing opportunity is looking for the right candidate to focus on developing the NY/NJ and US NE markets for ARRI Rental Lighting. This role will take a creative and innovative approach to improve ARRI Rental's market position and financial growth by building new client relationships while maintaining the existing client base. This position is focused on Lighting but additionally the role will require collaborating with ARRI Rental Camera business development staff.

An exciting addition to the role will be, taking an ambassadorial role with ARRI Rental, and being able and willing to actively take part in trade industry events. Working with the marketing department to develop a program to heighten the visibility of ARRI Rental Lighting in the community which will include social media presence, promotional items, hosting or sponsoring industry events.

- Research potential new clients identify the decision makers within the client organization, set up meetings with client decision makers, build relationships and secure new business.
- Leverage your network to expand client base and grow business
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products and customer base.
- Plan approaches and pitches and work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Forecast sales targets accurately and work aggressively to insure targets are met
- Work with marketing team to heighten company visibility in the industry.
- Attend industry functions, such as association events, conventions, trade shows and conferences

***Our ideal candidate to be successful in this role with possesses the following attributes and skills:***

- Networking, Persuasion, Prospecting, Closing Skills, and Motivation for Sales
- Identification of Customer Needs and Challenges
- Market Knowledge, Meeting Sales Goals
- Integrity and Professionalism, Strong Work Ethic
- CRM experience, Microsoft Office, Research, and Writing
- Familiarity with Rental Software is beneficial
- Outgoing personality, dynamic and articulate communications skills

***If you possess these skills, this may be the position for you!***

We are 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!

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....

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.

The logo for ARRI Rental features the word "ARRI" in a bold, blue, sans-serif font, followed by the word "Rental" in a larger, grey, sans-serif font.