

ARRI Rental New Jersey the premier rental house for professional motion picture Camera and Lighting equipment is looking for a **Lighting Rental Sales Executive** for our Lighting Department in our **Secaucus, NJ** office.

The role of Lighting Rental Sales Executive is a full time position reporting to SVP Rental, primarily focused on securing jobs and promoting rentals of conventional lighting and grip equipment to the Motion Picture and Television markets. We are seeking someone who has strong TV, Feature Film and Commercial crew and production relationships and the ability to secure business and generate revenue. In this vital role you will need the ability to quickly develop a rapport with potential new clients, establish relationships with existing clients and be driven to close deals. You will be expected to be accountable for meeting sales targets and achieving results. You will be required to attend industry functions and lead all promotional events on and off site. The ideal candidate for this role is energetic, self-motivated with inventive and creative energies to develop and grow our business and additionally assist in marketing efforts for all divisions.

This role requires a minimum of **5 years' experience** working with **Lighting and Grip equipment in the Production or Rental field**. *Please understand that we will not consider any applicants who do not have the required experience working with Lighting and Grip equipment, this requirement is mandatory!*

We prefer a minimum of **5 years' marketing and managerial experience** in the Lighting Rental industry.

To be considered you must have detailed knowledge, experience and the ability to perform in the following areas:

- Strong TV, Feature Film and Commercial crew and production relationships and the ability to secure business and generate revenue
- All facets of daily rental operations including the Rental Office, and Warehouse Operations
- Supervision of personnel, to include work allocation, training, and problem resolution; evaluate performance and make recommendations for personnel actions; motivate employees to achieve peak productivity and performance
- Provide Rental Manager with information regarding any upcoming opportunities.
- Assist SVP Rental in sales and forecasting as needed including visiting production, making phone calls, taking crew to lunch or dinner, attending industry functions.
- Collaborate with Rental Manager on a daily basis and communicate with in house personnel as needed to insure customer needs/expectations are met on every order.
- Collaborate with VP Fleet Operations and Technical Services to insure all production needs are communicated and met

- Provide management with information to assist in determining new inventory needs based on sub-rental history and industry trends
- Participate with management team in the development of operating goals and objectives for ARRI Rental Lighting and Grip; recommend, implement, and administer methods and procedures to enhance operations
- Work in collaboration with Rental manager to insure that all operations are constantly seeking ways to increase quality, efficiency and productivity.
- Interact in a proactive manner with crew and external/internal clients to insure customer satisfaction

The right candidate will show a superb customer service mindset, excellent communication and interpersonal relationship skills, the ability to negotiate deals with customers, attention to detail, superior organization skills and have a familiarity with Rental software programs (R2 rental software preferred) and Microsoft office programs.

If you are someone who possesses these skills and looking for a position with growth potential in a company with the highest professional values, we are looking for you. Salary is dependent upon experience and skill set. We offer a generous benefit package to include vacation, sick and personal leave, 401k plan, medical, dental and vision insurance, etc... We truly feel our staff are our greatest assets.

To be considered please fax your resume to 845-215-0170 or email to 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.

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