

## **EVENT SALES/ACCOUNT REPRESENTATIVE (CA Central Coast Region)**

### **QUALIFICATIONS:**

- BS/BA Preferable
- 4 Years Experience in Event Sales (Event Production, AV Rental, Party Rental, or Venue Space)
- Demonstrated Organizational Skills
- Working Knowledge of Audio, Video, & Lighting Preferable
- Must have excellent verbal and written communication skills
- Ability to work under stressful circumstances
- Must have excellent problem solving skills
- Computer Literate

**JOB GOAL:** To seek out and build lasting relationships that contribute to the growth & expansion of Freestyle Event Services.

### **PERFORMANCE RESPONSIBILITIES:**

- Building and maintaining client relationships
- Meeting or exceeding sales goals
- Researching and bidding for applicable Requests for Proposals (RFP)/ Requests for Quotes (RFQ)
- Works with customers to identify their event production needs
- Prepares and executes professional sales presentations (for schools, corporate clientele, fundraising committees, etc.)
- Executes direct marketing campaigns (email, social media, etc.)
- Project management (site inspections, planning meetings, onsite contact, etc.)
- Obtains and maintains excellent product knowledge
- Attends industry conferences/trade-shows
- Other related duties as needed

**COMPENSATION:** Salary DEO + Commission + Benefits

**TYPE:** Full Time *extended hours as needed*