



POSITION SUMMARY

TITLE: Outside Commercial Account Executive
REPORTS TO: General Manager

DEPARTMENT: Sales
STATUS: Exempt

COMPANY OVERVIEW:

Brook Furniture Rental, Inc. (www.bfr.com) is America's leading high end residential and office furniture rental company. We provide high quality furniture and trustworthy and reliable service to sophisticated transferred business executives, both domestic and international, in major metropolitan cities across the country. For three decades, we have focused on delivering the highest possible customer satisfaction through the combination of high quality furniture, impeccable service, and dependable execution. Brook employs over 300 Team Members across the country as well as other part-time and contract individuals to run its operations.

POSITION OVERVIEW:

Increase Brook Furniture Rental revenues in a specific geography by identifying new marketplace opportunities and by personally interacting with potential customers to sell them on our products and services. Collaborate with a team of outside and distribution team members to meet and exceed customer expectations. To solicit referrals from Contract Furniture Dealers, Government Agencies, and Private & Public Companies.

RESPONSIBILITIES:

Responsibilities in general are in the following areas. These may evolve as the business requires.

- Meet or exceed daily, weekly, and monthly new lease goals as defined by the manager.
- Generate new business by way of networking, telemarketing, cold calls and referrals. Travel throughout the assigned territory to call on regular and prospective customers to solicit orders, meeting or exceeding goals as defined by the manager.
- Develop customized proposals for prospective customers to meet their unique needs. Present these proposals effectively and confidently address customer questions and concerns.
- Responsible for maintaining positive and meaningful relationships with influencers such as contract furniture dealers, government agencies, and facility managers. Maintain current client base by communicating with them on a regular basis to ensure most recent needs are met.
- Develop and demonstrate the features, benefits, and advantages of Brook Furniture Rental using the website, brochures, catalogs, samples, and the showroom to emphasize how Brook can help prospective customers.
- Maintain current knowledge of office product and pricing on all inventory, and a design sense of how to create merchandising solutions that meet a customer need and utilize current inventory.
- Consult published lists for the most updated market information to be used in maintaining and/or generating business.
- Maintain salesforce.com as a way to monitor activity, increase success rate, increase sales calls, and track customer interaction.
- Attend at a minimum, three networking event per month and continuously extend our brand to the clients and end users.

REQUIREMENTS:

- Bachelor's degree or two years related experience and/or training, or equivalent combination of education and experience.
- Good analytical skills, the ability to create compelling solutions that meet customer needs, and the ability to sell the customer the benefits of our lease proposals.
- With excellent communication skills, the ability to present information and respond to questions from groups of managers, clients, customers, and the general public.
- Work well under stressful situations (time deadlines, delivery and pick-up schedules), the ability to multi-task in fast paced environment, and flexibility in schedule.
- Maintain professional sales appearance.
- Collaborate positively with fellow Brook Team Members; embrace teamwork mindset.
- Flexibility in schedule to handle customer and business needs.
- Advanced Computer skills.

Brook offers a competitive compensation and generous benefit package including health and dental benefits and a 401(k) plan. Email your resume and salary history to resume@bfr.com. We thank all applicants for their interest. Only those chosen for an interview will be contacted.

We are an Equal Opportunity Employer M/F/D/V.

The job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.