

# WE'RE LOOKING FOR

## SALES AND RENTAL REPRESENTATIVE STAGE EQUIPMENT

### ABOUT OUR COMPANY

**SHOWSDT** is the leader in the manufacture, distribution, and installation of scenic equipment, rigging and automation for the live shows, entertainment, and broadcast industries. Whether for equipment rental or sales, a permanent custom installation, or a turnkey design, we work nationally and internationally delivering large-scale projects to our clients.

### YOUR ROLE

Reporting to the Executive Vice President of Sales, the candidate will be advising and responding to customer.

Delivering solutions that don't exist...yet! It's our expertise!

### TASKS AND RESPONSIBILITIES

As a sales and leasing representative, you will provide comprehensive solutions tailored to each customer's needs.

- Present, promote, sell, and lease products and services to existing and potential customers
- Conduct cost-benefit analyses and assess the needs of existing and potential customers to meet their requirements
- Establish, develop, and maintain positive business and customer relationships
- Expedite the resolution of customer issues and complaints to maximize satisfaction
- Advise customers and find the most effective solution tailored to their needs, ensuring the most efficient and cost-effective implementation possible.
- Develop innovative solutions
- Collaborate with the production and operations teams
- Serve as a representative of your department both internally and with customers.
- Build a network of potential clients
- Participate in the continuous improvement of processes and practices as well as in the development of price lists

### PROFESSIONAL EXPERIENCE

- Strong knowledge and ease of use of computer software
- To be able to offer innovative solutions.
- Knowledge of stagecraft is an asset
- Ability to communicate
- Bilingual in speaking and writing

### PERSONAL ATTRIBUTES

- Autonomous, rigorous and passionate
- Skilled communicator and problem-solving problem-solving

### *Interested?*

Please send your CV to  
[nmcneil@showsd.com](mailto:nmcneil@showsd.com)

\* The masculine gender is used for easy reading purposes and includes the feminine