



Corporate Office
9436 Southridge Park Ct, Suite 600
Orlando, FL 32819

Sales: (888) 885-0228
E: info@apgrents.com
W: www.apgrents.com

Key Account Sales Executive USA Orlando, FL

COMPANY OVERVIEW:

APG Technology Group is a specialist supplier of wholesale LED video walls, interactive and large format LCD audio visual displays. APG Rentals is a sub-rentals supplier of video wall and large video display technology with offices in Orlando FL and Toronto, Canada. APG was established in 2007, and has enjoyed many years of success.

Our rental division is looking for an industry experienced sales executive to help us increase our US rentals and wholesale trade-partner customer base. This position is based out of our Orlando, FL office, however, remote work is also possible.

We support audio visual event/production clients, exhibit houses, and marketing agencies across the country with the latest video wall and large screen technologies including full technical/installation support for their events.

For additional company information, please visit www.apgrents.com

KEY ACCOUNT SALES EXECUTIVE (NATIONAL USA) – APG RENTALS

Position Details

Our company has enjoyed high-levels of growth, and we urgently need the industry's best sales executives nationwide to meet our expansion needs. **We are looking for experienced sub-rental sales executives in the US audio visual rental market.**

As a key account sales executive you will sub-rent our video wall and interactive display products to large AV rental companies, production clients, marketing agencies and exhibit houses. This position focuses exclusively on the US market. The successful candidate will be based in our USA Headquarters in Orlando, FL.

If you are interested in joining an AV company with leading rental products please get in touch.

Required Skills:

- Knowledge of LED and LCD video products for the rental market
- An understanding of US AV rental companies, production, marketing agencies and exhibition houses. Established contacts within these organizations is an asset

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- Strong understanding of video walls and large format display technology is an asset
- Sales and client management skills
- Self-starter attitude and willingness to travel across the US to develop and grow our client base
- Strong negotiation and communication skills
- A customer focused attitude and ability to solve customer problems

Responsibilities:

- Sign-up new and grow existing client accounts
- Proactive client prospecting and new business development
- Ensure outstanding customer service is delivered and resolve any client issues
- Exceed rental and sales targets set by Sales Director
- Attend weekly sales and staff meetings
- Attend targeted industry events, trade shows, and promote the APG brand

Compensation:

- Base plus commission package
 - o \$60,000 to \$80,000 (base salary)
 - o Commission un-capped – Estimated \$25,000 to \$100,000
- Base is negotiable depending on experience
- Plus benefits, vacation pay, and much more

Support:

- Access to a new and cutting-edge inventory of large format displays
- Highly skilled technical department
- Robust operations department with dedicated logistical group, in both the US and Canada. Multiple large warehouses for efficient operations and geographical reach
- Demo, test-fit and staging centers in Orlando and Toronto
- Management commitment to support and grow your customer base
- Well-funded company with strong financial standing, with over 17 years in business

Please email your resume to careers@apgrents.com

We thank all applicants who reply, but can only respond to those selected for consideration.

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