

found | rentals

The Found Rentals Sales Team consists of go-getters. They have a work ethic like anybody's business but aren't centered. They are confident, excited, and ready to take on the world. Meeting new people is energizing. Giving clients a vision is their passion. Being a motivated team player is second nature.

They are passionate about setting expectations. They definitely want the client to hear "yes" and "of course" all the time but they only promise what they can deliver with excellence. They are passionate about happy customers and they deliver incredibly excellent service.

Helpful is their middle name. When they answer the phone, they really care about the person on the other end of the line. They infuse personality and enthusiasm in their sales consultations but also are constantly aware of delivering on their promises. Consistency is the name of their game; no lofty pie-in-the-sky suggestions that can't be achieved. The Found Sales Team is all about creating successful, beautiful, incredible events for their clients. They do that by thinking through design challenges, being mindful of delivery issues that may crop up, and helping clients to know what to expect from Found.

The proposals they create are compelling. They make great suggestions and let the collection speak for itself while really listening to their clients needs. That is reflected in all of their communication. They think to ask how the client will use the obscure-out-of-the-way spots at a quirky venue, recommend a lighting company that will really add to client's event, and call someone up when Jeni buys a new piece that would be just perfect for them.

They work well with others and support the team they are a part of. When something is unclear, they ask for clarity. They understand the team goals and thrive from meeting them. Bringing fresh ideas to team meetings are strongly encouraged and they take on the responsibility with delight.

Follow-up is also a huge deal to this position. They make sure clients have just what they need. They are stoked about answering questions. They check in to make sure everything is settled before and after an event. Clients count on them to be on top of deadlines and remind them of what to expect next. They send witty emails when credit cards don't go through, when meetings are missed, or just to touch base. Clients look forward to communication with them.

In the office, the Sales Team is as close as family. They joke around with each other, but no-matter-what, they treat their co-workers with respect. They are genuinely concerned that they are successful and do everything in their power to foster that goodwill. They are detail-oriented—but not controlling—and they use that to help them excel in relationships.

Northern California Coordinator Deliverables:

- Follow Found Rentals protocol when answering phones and emails.
- Concentrate on gaining new business, and creating new relationships in Northern California.
- Increase the number of Sales in the Northern California, Bay Area region.
- Support Sales and Operations Team and complete prescribed tasks to support the growth of Found Rentals.
- Work closely with the Sales + Operational teams to ensure accuracy of event scheduling.
- Maintain and build customer relationship database in organized and current manner.

Structure:

- Full time
- Most responsibilities will occur Monday-Friday between normal business hours.
 - Out of office meetings and work 2-3 days per week.
 - In office meetings and work 1-2 days per week.
 - Occasional evenings, and 1-3 weekends per month and light travel may be required.

Sales Assistant Deliverables: Northern & Southern California

- Follow Found Rentals protocol when answering phones and emails.
- Support Sales and Operations Team and complete prescribed tasks to support the growth of Found Rentals.
- Work closely with the Sales + Operational teams to ensure accuracy of event scheduling.
- Maintain customer relationship database in organized and current manner.
- Concentrate on gaining new business, and creating new relationships.
- General office duties (filing, scanning, etc).

Structure:

- Full time
- Most responsibilities will occur Monday-Friday between normal business hours, and take place in office
 - Occasional evenings, and 1-3 weekends per month and light travel may be required.

Did you get really excited reading that just now? Awesome. You should contact us! Please follow the below steps:

1. Send a resume and list of references over to yes@foundrentals.com
2. Subject should read: **Full Name, Position applying for. Positions are listed as follows:**
 - a. N. CA Coordinator
 - b. S. CA Sales Assistant
 - c. N. CA Sales Assistant
3. Please be sure to tell us a bit about yourself, and why you are applying for the position you are!

We can't wait to hear from you!