

HOME SHOWS USA

Since 1975

See Your Home in a Whole New Way!

1-800-999-5400

Applied Position:	Sales Account Representative	Job Category:	Sales
Availability (Days/Hours):		Position Type (Full-time/Part-time):	
Name of Applicant:		Social Security #:	
Address:		Commission Expectations:	
Home Phone:		Cell Phone:	
Email Address:			
Applications Accepted By:			
FAX OR E-MAIL: Fax: 1-800-866-0123 or paula@homeshowsusa.net (760) 666-3948 Subject Line: Sales Account Representative Application		MAIL: Home Shows USA P.O. Box 2328 Palm Desert, CA 92261	
Job Description			
ROLE AND RESPONSIBILITIES			
<ul style="list-style-type: none"> • The Account Representative is the voice and face of Home Shows USA to the clients • The Account Representative must develop rapport with his/her clientele • The role of the Account Representative is to demonstrate to the client the benefits of attending Home Shows such as: <ul style="list-style-type: none"> a) Exhibit its products, services, profession, etc. to some 20,000 visitors during our 3 day shows b) Most of our show visitors are there to search for something they need c) It is the largest home shows improvement In Southern California for the last 38 consecutive years 			
QUALIFICATIONS AND EDUCATIONAL REQUIREMENTS			
Some College or University attendance preferred. Previous sales experience desired.			
PREFERRED SKILLS			
<ul style="list-style-type: none"> • Positive attitude • Motivated and self-driven • Able to cold call clients • Ability to write short letters and reports 			
ADDITIONAL NOTES			
<ul style="list-style-type: none"> • You work on your own hours • Our client base is in California but you can work from anywhere Continental USA • You just need a telephone and a computer • Good commission percentage 			