

## **A&D Market Manager**

*Toronto, Ontario*

### **About Us**

Inscope is a design enabler. We have been saying Yes since 1888 with a versatile portfolio of systems, storage and wall products that are adaptable and built to last. With care and consideration, and more than a century of expertise, our philosophy is to always do what we can to say Yes.

### **About the Role**

The A&D Market Manager will develop and implement Inscope's A&D market strategy. The A&D Market Manager is responsible for marketing the Inscope brand and all of our products to Architects and design firms by building key relationships with design principles and senior designers and to develop awareness and educate individuals about Inscope and our products as well as to develop and increase A&D generated sales on an annual basis.

### **Primary Tasks & Responsibilities**

- Develop the A&D sales strategy in the assigned area.
- Develop and nurture strong trust and relationships with key influencers at target customers and respective specifiers within Inscope's targeted A&D firms.
- To develop relationships, build awareness and education about Inscope and our products in order to generate leads that will lead to sales opportunities for Inscope products and coordinate efforts with other Inscope Architectural Interiors reps.
- Market Inscope products with the following types of activities: educational library updates, lunch & learns, showroom presentations, relationship building lunches, dinners and attendance in other relevant A&D related activities.

### **Knowledge, Skills, Abilities & Education**

- Minimum 5 years work experience in an A&D and/or industry environment.
- Extensive knowledge of the Contract Furniture market in the assigned area specifically the A&D community.
- Strong computer skills and experience using MS Office Products.
- Well-developed communication, creative and interpersonal skills.
- Excellent communication skills both written and verbal.
- Strong presentation skills including the ability to present to large groups and deliver professional and effective information.

If you have the qualifications for the above position and are interested in joining a team oriented progressive company with excellent benefits, please submit your resume for consideration to [careers@inscapesolutions.com](mailto:careers@inscapesolutions.com).

We thank all applicants for their interest, but advise that only those selected for an interview will be contacted.

**Inscope values employment equity and is an equal opportunity employer.  
Inscope will provide reasonable accommodation to applicants with disabilities.**