

## **A&D Market Manager**

*Toronto, Ontario*

### **About Us**

Inscape, an award-winning designer and manufacturer of office furniture, has been initiating change in workspace design for over 125 years. With an emphasis on quality, innovation, technical design and unparalleled delivery and service, Inscape has been consistently awarded for its design. Inscape collaborates with leading European partners and manufactures their designs in North American facilities. Inscape's systems, storage, seating, wall, ergonomic and technology solutions delight users, foster agility and empower technology in the workplace. Flexible and designed for sustainability, Inscape products enable easy customization and readily adapt to keep pace with changing needs in the workplace.

### **About the Role**

The A&D Market Manager will develop and implement Inscape's A&D market strategy. The A&D Market Manager is responsible for marketing the Inscape 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 Inscape 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 Inscape's targeted A&D firms.
- To develop relationships, build awareness and education about Inscape and our products in order to generate leads that will lead to sales opportunities for Inscape products and coordinate efforts with other Inscape Architectural Interiors reps.
- Market Inscape 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.

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