

A&D Market Manager

Washington, D.C.

About Us

Inscape 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 Inscape's A&D market strategy for their territory. 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 develop and increase A&D generated sales on an annual basis.

Primary Tasks & Responsibilities

- Develop the A&D sales strategy for the territory.
- Develop and nurture strong trust and relationships with key influencers at target customers and respective specifiers within Inscape's targeted A&D firms.
- 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.
- 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

- Bachelor's degree in Design, Architecture, Business Administration, Marketing or a related field.
- Minimum 5 years work experience in an A&D and/or industry environment.
- Extensive knowledge of the Contract Furniture market
- 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.
- Strong organizational and time management skills.
- Proven ability to network and build relationships with key A&D influencers.
- Ability to work in a fast paced changing environment at all levels of the organization.
- Must demonstrate financial literacy and business acumen.

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.

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.**