

Business Development Manager

Denver, Colorado

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 Business Development Manager will lead our efforts to promote sales of all Inscape products; assist in the development and nurturing of our distribution strategies; identify & investigate opportunities within the commercial business community for business development. Work with the sales team to meet Inscapes' overall corporate needs.

Primary Tasks & Responsibilities

- Develop relationships with key decision makers in commercial business based firms to promote Inscape products and services.
- Work closely with Inscape dealers to develop new business opportunities.
- Develop sales, promote and implement key business development programs and event initiatives to promote Inscape.
- Develop and nurture strong trust and relationships with key influencers at target customers.
- Quickly identify project opportunities, develop sales strategy, engage required support both internal and dealer and establish relationship management of the opportunity.
- Market Inscape products with the following types of activities: Multi-level relationship building, product introductions; showroom presentations; relationship building lunches, dinners and attendance in other relevant commercial business/real estate networking activities.
- Drive sales by providing expert product knowledge, customer service & problem solving.
- Manage, grow and update the CRM sales funnel and contact base.
- Identify target accounts that fit Inscape's profile and establishing winning strategies to pursue these accounts.

Knowledge, Skills, Abilities & Education

- 5 years proven track record in the contract furniture industry and customer focused experience
- Self-motivated, self-directed, resourceful and comfortable with technology
- Strong computer skills and experience including MS Office
- Excellent communication skills required, both verbal and written
- Excellent presentation skills required

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.**