



Business Development Manager

Los Angeles, California

About Us

Inscape has supported the evolution of the workspace since 1888. A versatile portfolio of systems, storage, walls and seating products addresses the diverse needs of today's office with solutions that stand the test of time – built to last and inherently flexible. Dedicated to delivering innovative solutions with care and expertise, Inscape is here to help you make life at work better.

About the Role

The Business Development Manager will lead our efforts to promote sales of all Inscape & West Elm Workspace with 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 & West Elm Workspace with 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 (RIFLE) Regulatory, Insurance, Finance, Legal, Engineering)
- Quickly identify project opportunities, develop sales strategy, engage required support both internal and dealer and establish relationship management of the opportunity
- Market Inscape & West Elm Workspace with 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.

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.**