

Business Development Manager

Toronto, Ontario

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

As a Business Development Manager you 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.

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.
- 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.**