



Brand Specialist

Washington, D.C.

The Role

The Brand Specialist will lead our efforts to promote sales of West Elm Workspace with Inscape products. The Brand Specialist will assist in the development and nurturing of our distribution strategies, investigate opportunities within the Commercial business community for business development and work with the Sales team to meet the overall corporate needs.

Responsibilities

- Develop relationships with key decision makers in Commercial business based firms and targeted A&D firms to promote West Elm Workspace products and services.
- Work closely with the A&D community to develop new business opportunities.
- Work in conjunction with our dealer partners to develop new business opportunities.
- Develop sales, promote and implement key business development programs and event initiatives to promote West Elm Workspace with Inscape.
- Quickly identify project opportunities, develop sales strategy, engage required support both internally and with the dealer to establish relationship management of the opportunity.
- Market 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

- Completion of Post-Secondary education.
- Proven track record in the contract office furnishings industry and customer focused experience.
- Experience working with the A&D community.
- 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 this position and are interested in joining a progressive company with excellent benefits, please email 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.

West Elm Workspace with Inscape is an equal opportunity employer.