

## **Director Government Sales & Operations**

*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 Director, Government Sales & Operations will lead our efforts to promote Government sales of Inscape products.

### **Primary Tasks & Responsibilities**

- Strategic Government Sales
  - Find, acquire & manage
  - Oversee compliance of status, renewal, option years, reporting, mods & status
  - Promote sales on, sales tactics, push-out to dealers/ reps/salespeople
- Infrastructure
  - Implement Inscape's GSA Strategy Plan including sales integration, max efficiencies, min duplication, recommend workflow
  - Ensure all sales methods (employees, rep and distribution partners) have Government selling tools, understanding & support through education and outreach
  - Identify and define Government distribution partner strategy particularly socio-economic partners per region
- Government Knowledge
  - Follow and position Inscape to excel in changing GSA & Government regulations
  - Maintain & increase Government understanding and connections
- Other as needed
  - Support the Regional Vice President of Sales & GSA in other tasks as assigned
  - Support Inscape sales as a whole

### **Knowledge, Skills, Abilities & Education**

- Bachelor's degree in Marketing, Business Administration, or related field.
- Proven track record in the contract furniture industry and customer focused experience.
- Minimum of 5 years' experience working with GSA and government dealers.
- Self-motivated, self-directed, and resourceful.
- Strong organizational & problem solving skills.
- Strong computer skills and experience including MS Office.
- Excellent communication skills, both verbal and written.
- Willingness and ability to travel as required.
- 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](mailto: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.**