

## Director of Sales

*Chicago, Illinois*

### 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 of Sales will build sales through partner management in the designated territory and will be responsible for recruiting, managing, and retaining the independent representatives and dealers in their territory.

### Primary Tasks & Responsibilities

- Develop and retain independent representatives and dealers in the designated territory.
- Educate representatives and dealers on positioning and selling Inscape.
- Coordinate regional resources to achieve sales objectives
- Manage pipeline
- Actively participate in the sales process with partners on opportunities
- Lead pipeline meetings and semi-annual reviews with partners.
- Manage activities in line with established and approved budgets.
- Participate in continuous learning activities related to your job performance.

### Knowledge, Skills, Abilities & Education

- Extensive knowledge of the contract office furniture industry.
- Strong selling skills and experience developing sales strategies.
- Minimum of 7-10 years' experience in the industry.
- Self-motivated, self-directed and resourceful.
- Strong computer skills and experience including MS Office.
- University degree in Business or other industry related discipline.
- Excellent communication skills required, both verbal and written.
- Advanced presentation and facilitation skills.

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.**