

Director of Sales, Inscape Walls

SouthEast U.S.

About Us

Inscape, an award-winning designer and manufacturer of office furniture, has been initiating change in workspace design for over 125 years. With an emphasis on quality, innovation, technical design and unparalleled delivery and service, Inscape has been consistently awarded for its design. Inscape collaborates with leading European partners and manufactures their designs in North American facilities. Inscape's systems, storage, seating, wall, ergonomic and technology solutions delight users, foster agility and empower technology in the workplace. Flexible and designed for sustainability, Inscape products enable easy customization and readily adapt to keep pace with changing needs in the workplace.

About the Role

The Director of Sales, Inscape Walls will lead and direct activities that profitably increase sales for Inscape Walls products. The Director of Sales, Inscape Walls will be the primary designate for establishing the strategy to generate and close sales opportunities that lead to orders and increased revenues.

Primary Tasks & Responsibilities

- Market Inscape's wall products to A&D firms, end users and general contractors by building relationships, developing awareness and educating individuals about Inscape and our products.
- Support the selling efforts of Inscape's local market sales representatives, including employees, independent representatives and dealers.
- Work effectively with factory and client services staff to ensure flawless execution of projects and high levels of customer satisfaction.
- Partner with sales colleagues and Inscape sales organization on the broader based business development initiatives, as well as local opportunities.
- Manage and execute the walls division strategic plan and agreed "go to market strategy".
- Manage activities in line with established and approved budgets.
- Interact with and develop strong working relationships with the walls division and other relevant Inscape employees & managers.
- Participate in continuous learning activities related to your job performance.
- Cultivate strong personal relationships with key industry personnel including A&D community, dealers, end users, GCs and Reps.
- Develop relationships, build awareness and educate about Inscape and our products in order to generate leads that will lead to sales opportunities for Inscape Walls products within your assigned territories and manage other opportunities on a priority basis.
- Participate in development and facilitation of learning for internal and external selling partners.
- Lead and manage RFP response efforts on selected opportunities.

- Participate in regular opportunity management planning to increase our probability of success on qualified projects.
- Maintain accurate records of all sales activity and prepare regular forecasts to enable effective forward planning.

Knowledge, Skills, Abilities & Education

- Extensive knowledge of the contract office furnishing industry with specific knowledge of demountable architectural walls.
- Strong selling skills and experience developing sales strategies.
- Minimum of 7-10 years in the industry with demonstrated ability to understand and communicate the technical aspects of architectural products.
- Strong computer skills and experience including MS Office.
- College or University Degree/Diploma in Business or Sales.
- 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.

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.**