

Director of Sales

New York

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 will build sales through partner management 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.
- Educate representatives and dealers on positioning and selling Inscape.
- Coordinate regional resources to achieve sales objectives.
- Actively participate in the sales process with partners on opportunities.
- Manage pipeline and 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.

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.**