

GSA Business Development Manager

Western Region

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 GSA Business Development Manager will lead our efforts to promote GSA sales of Inscape products in their territory. This position will report to the Director, Government Sales.

Primary Tasks & Responsibilities

- Develop relationships with GSA clients and dealers to promote Inscape products.
- Act as the key contact for all Federal Government accounts.
- Ensure that customer relationships are maintained and decisions are influenced through the use of consultative selling skills.
- Develop sales, promote and implement key business development programs.
- Direct and execute sales strategies.
- Quickly identify project opportunities, develop sales strategy, engage required support both internal and dealer and establish relationship management of the opportunity.
- Market Inscape products with the following types of activities: Multi-level relationship building, product introductions; showroom presentations; relationship building events and attendance in other relevant networking activities

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.

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.**