

## **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](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.**