



**BUILDING VALUE SINCE 1906**

**Job Title:** North East Technical Sales Manager

**SUMMARY:**

The North-East Technical Sales Manager is responsible for growing the market for the Thrislington Cubicles brand, primarily in Metropolitan New York, as well as New England and Eastern Canada. More specifically, the position promotes the growth of Thrislington specifications by consulting and leading sales calls with architects and interior designers, as well as fulfilling those projects through our limited distribution partners. The individual must be able to understand the requirements of the building owner decision-maker and create a solution to meet these needs within Thrislington's range of products.

**TYPICAL FUNCTIONS AND RESPONSIBILITIES** - Primary responsibilities encompass the effective development and enhancement of the Thrislington brand within Metropolitan New York, New England and Eastern Canadian architectural communities

- Collaboration with the Thrislington Team to establish annual goals and targets for the key territories, and report back on the attainment relative to these goals, on a quarterly basis.
- Proactively develop, track and aggressively grow specifications across market segments, continually building a pipeline of new projects.
- Build and enhance effective relationships with current and new architectural practices, leading to increased specifications, sales and brand awareness.
- Lead sales calls, being able to propose effective agendas, ask probing questions, recommend appropriate benefits/solutions and close with mutual agreement as to next steps.
- Provide professional design resources specific to customer needs with budget consideration, technical solutions and specification resources. Become a value-added resource to the architectural community.
- Consistently reinforce the value proposition of our offering and its advantages in the market.
- Ability to understand ADA and building codes and apply product knowledge of the company's products so that these can be met.
- Clear understanding of interpreting architectural drawings and design intent by conducting technical presentations with a high degree of knowledge and professional delivery, to address issues, needs, trends, technical attributes, and provide solutions.
- Coordinate regular field sales activities including prospecting and lead generation. Identify, qualify and close opportunities with existing distribution base.
- Represent Thrislington at selected Trade Shows and be confident in highlighting the key features of the Company's products.

- Participate in monthly Teams meetings with the Thrislington Team and authorized local Distributors to review project bid status and to ensure specifications are being held. Identify projects at risk, particularly those in danger of being switched to a competitor.
- Participate in bi-weekly Teams meetings in collaboration with the Thrislington Team to review a detailed follow-up of new leads, opportunities and project progression
- Expectation to visit active installations on a regular basis to conduct site audits, further develop product knowledge and technical training on the Thrislington range.
- Lead the use of the Company CRM system to track practices, leads and opportunities, to provide full visibility of the potential projects in these territories.
- Execute a high level of expertise with administration and organizational skills, minimizing administrative time / maximizing sales activities, while efficiently completing all required administration. Utilize Outlook, CRM, LinkedIn, mobile device, and other technology to a high degree to grow efficiencies. Coordinates with Thrislington General Manager – International, when administration is becoming excessive and impacting selling time.
- To put forward ideas in which the Thrislington brand can be best marketed within the territory and to follow this through, in conjunction with the Thrislington Team, to create effective sales literature to promote the brand
- Seek and undertake developmental training, in line with company expectations.

#### **QUALIFICATIONS REQUIREMENTS:**

- Bachelor's degree (BA) from four-year college or university; and a five to ten years history of demonstrated architectural selling or equivalent combination of education and sales experience.
- A strong candidate will have a proven track record in the architecture and design industry and will have excellent communication skills. The candidate will have a strong initiative and high sense of urgency, responsiveness, and discipline throughout the sales process.
- A thorough knowledge of AutoCAD and the ability to prepare drawings of architectural details is also strongly desired, but not required.
- Travel requirements are 50%, with occasional weekend days and on occasions, 12 hour days
- Strong analytical skills to review technical and historical data
- Proficiency in Microsoft Office applications required