

Outside Sales Professional for Furniture Interior Solutions in the Education, Healthcare and Laboratory Market Segment

Do you want to join a people focused culture? How about finding your professional home with people you enjoy working with?

NEIS Collective is a specialty interiors contractor (Casework/Architectural Millwork Finishes – Division 6 & 12) selling interior product solutions in the Educational, Laboratory and Healthcare market segments and has an immediate opening for a full time Territory/Account Manager sales role with a focus in Upstate NY.

A successful individual will focus on developing relationships with architects, contractors and owners in the market segments of K-12, Higher Education, Laboratory and Healthcare. This role will help support our strategic plan with bookings and partnerships through the Upstate NY territory.

Essential Duties and Responsibilities:

- This outside sales position will call on and develop relationships with architects, contractors and owners.
- Promoting our product and service offerings throughout all market segments.
- Maintain an up-to-date Salesforce database with opportunity details and ongoing project notes, weekly schedule "to-do's" and, timely positive interface with our management team, sales team and partners.
- Review architectural drawings and project specifications.
- Work closely with the estimating department, preparing customer quotations and proposals.
- Develop, implement, and execute sales strategies and tactics, review progress and report on results.
- Organize and maintain efficient and consistent coverage of customers in your territory (NY State – with the exception of NYC & Long Island)
- Identify target projects and maintain data in Salesforce from inception through award.
- Provide technical support to architects, owners & contractors for the purpose of appropriately incorporating our products into the project.
- Represent NEIS Collective, our vendors and their products, one-on-one and in group settings.

- Review plans and specs for the purpose of ensuring a positive outcome for the customer and favorable position for our manufacturing partners.
- Work with manufacturing partners to develop project specific product solutions.
- Work with estimating on budgeting and developing bid strategy.
- Pursue and play a lead role in scope review meetings as appropriate.
- Lead negotiations appropriately with owners & contractors for a project award.
- Maintain positive focus - at all times - in words and actions...striving to be solution oriented. You are your brand.

Qualifications:

The successful candidate will possess strong skill sets in sales, organization & planning.

A 2- or 4- year degree and preferably 2+ years of proven successful sales experience.

An understanding of the institutional and commercial construction industry would be a plus.

Be an energetic, forward-thinking individual.

Have outstanding written and oral communication skills.

Have the ability to make sales calls in New York state, with the exception of New York City and Long Island, 2-3 days of the week.

In addition to being a *great* place to work, we offer:

AA competitive salary package including a robust sales commission program as well as generous PTO, health and welfare benefits. The pay range for this position, based out of Syracuse, NY, is \$60,000 – \$110,000. This range includes a base salary and commission. There is no cap on commission earnings. The base pay offered will vary based on applicant's relevant skills, education, experience, certifications and geographic location as well as other business and organizational needs.

If you are a sales professional looking to join a winning culture with a market leader... Please send your resume in confidence to Human Resources at hr@neis.com and visit us on the web at www.neis.com to learn why - NEIS Collective is a great place to call your professional home.