



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 on the Columbus, Ohio territory. This position is desired to be based in the Lewis Center office or remote with the ability to be in the office 2-3 days a week.

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 Columbus, Ohio territory.

Essential Duties and Responsibilities:

- Promote our casework and equipment brands for all market segments
- Maintain an up-to-date 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 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 (Columbus, Ohio)
- Represent NEIS Collective, our vendors and their products, one-on-one and in group settings
- Work with manufacturing partners to develop project specific product solutions
- Maintain positive focus - at all times - in words and actions...striving to be solution oriented. You are your brand

Qualifications:

- A 2- or 4-year degree and preferably have 2+ years of proven successful sales experience
- A working knowledge of the institutional and commercial construction industry would be a plus

- Attention to detail to drive prospecting and closing efforts is a must
- Be an energetic, forward-thinking individual
- Have outstanding written and oral communication skills
- Have the ability and desire to be in the field 50-70% of the time

We offer personal and professional advancement and a family friendly atmosphere that reflects our Core Values:

People - Integrity - Intention - Achievement – Humility

In addition to be a great place to work, we offer a competitive compensation package including a robust sales commission program as well as generous PTO, health and welfare benefits.

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 see a collection of projects we've completed with passion and creativity and see why NEIS Collective is a great place to call your professional home.

Affirmative Action Equal Opportunity Employer/Drug-Free Workplace