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| PRS JOB # | 2027 |
| JOB TITLE | Inside Sales Rep – Commercial Office Products |
| JOB LOCATION | Vancouver region |
| SALARY | This role will offer a competitive salary + bonus program, and employee benefits |
| ABOUT THE COMPANY | Our client offers a vast portfolio of workplace furniture selections, from premium to budget level and everything in between, from a diverse group of manufacturer suppliers and for all types of office spaces including Government, Corporate and some Residential. The client focus is primarily Interior Designers, and also Building Facilities Managers for larger organizations who utilize large office spaces, sometimes entire buildings. Our clients have developed a track record of delivering their projects on time and on budget, providing value every step of the way. |
| JOB DESCRIPTION | <p><u>Key Job Focuses and Responsibilities:</u></p> <ul style="list-style-type: none"> • Reporting to the VP Sales and working with other managers, the Inside Sales Rep will manage RFP (Request for Proposal) submissions for all types and levels of government • Present the company's office furnishings product portfolio to suggest the 'right' concepts and solutions for each contract • Work with the company's internal resources to deliver deficiency-free projects • Select and present the company's (appropriate for each project needs) commercial office furniture portfolio including ergonomics, move management, and storage services • Build relationships with key vendor partners • Attend industry events to network with industry influencers • Use the organization's CRM software to manage projects |
| CANDIDATE COMPETENCIES | <ul style="list-style-type: none"> - 3+ years of related Inside Sales experience, preferably in the product Specification channel for office furniture products - Comfortable being measured on a set of KPIs the company sets out for all roles - Promote the company's core values and culture and their brand name and overall awareness within the Interior Design community |
| CANDIDATE 'FIT' | Reference and background checks may be required for a shortlisted candidate |
| HOW TO APPLY | <p>Please email your resume (cover letter optional) to info@philiprecruitment.com <i>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</i></p> <p><i>If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.</i></p> |