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Submaterial designs and fabricates a unique collection of commercial interior wall panels and wall covering products which are specified by top national architecture and interior design firms. Our company is now expanding our reach into custom applications of our existing product lines. We are also cultivating opportunities with hospitality specifiers, art consultants and residential interior designers. To explore these markets we are seeking an exceptional **A+D Sales Representative** with a proven track record and deep experience in the architecture and design community. The customer's positive experience of our company and of our work is critically important to our success, and therefore our sales effort must be supported by only the most engaged and organized professionals. The **A+D Sales Representative** works from this awareness, and reflects our company's vision, values and priorities in all activities.

The **A+D Sales Representative** is responsible to create productive and enduring sales relationships with new architectural and interior design customers, achieve assigned sales goals, and provide ongoing intelligence on current market trends, competitive threats and opportunities. This is a unique opportunity which will allow for a great degree of autonomy in decision-making and customer development.

The **A+D Sales Representative** directs the Submaterial sales experience from first communication to final product fulfillment and follow-up. More than sales alone, this role provides timely and professional service to all Submaterial clients, in effect becoming a brand ambassador for the company. The **A+D Sales Representative** is tasked to maintain the digital histories of our client projects with administrative support from our home office. The **A+D Sales Representative** may be seen as the client's advocate as their order moves through our process, and this role exists to facilitate and simplify a positive sales experience. This role reports to the company owner and connects the entire management chain, interacting daily and directly with Studio Manager, Shop Manager, Specialists and Team Leads.

Requirements for This Position

- A degree in interior architecture or commercial interior design, 5-10 years' experience in furniture sales, design sales, textile sales, or any combination of these.
- A proven track record showing sales tactics effective for interior design products.
- Lifestyle flexibility to travel for presentations, trade shows and other industry events.
- Willingness to travel for training. The **A+D Sales Representative** will be fully conversant in all aspects of Submaterial product design, variations and production limitations and is able to confidently communicate with the client in this regard. Initial and periodic training at our New Mexico facility will be required.
- The **A+D Sales Representative** will identify requirements needed for sales support and work with marketing to provide the necessary printed materials and samples.
- The **A+D Sales Representative** is aware that business development extends to both current and past customers, and mines our history of successful client experiences for additional opportunities.
- The ability to negotiate contracts will be critical to this position.

Reporting

- The **A+D Sales Representative** will provide a weekly report on all sales activity. This detailed accounting of leads and sales contacts for all categories will include any rankings or vetting which helps qualify the leads.
- With the support of the Sales Coordinator the **A+D Sales Representative** will monitor the fulfillment of customer orders, bringing any problems to the attention of senior management.

Development

- The **A+D Sales Representative** actively seeks opportunities to develop our sales programs and increase revenue, attending networking events and promoting outreach activities that connect clients to our message. Periodic travel to sales events and to introduce sales programs may be required.
- The **A+D Sales Representative** uses all imagery and information across all branded platforms such as the Submaterial website, Instagram, Facebook and paid advertising to educate clients and provide engagement. Being an expert in our customer-facing materials means being able to confidently answer their questions.

Additional Requirements

- High competency with Microsoft Word, Excel and Outlook as well as common office machines such as computers, phone system, printers, labelers, etc.
- Excellent verbal and written communication with a professional phone manner.
- Organization, prioritization and ability to stay focused and pleasant under pressure.
- Established history of effective sales performance, preferably in design products.
- Ability to interact professionally and diplomatically with all levels of employees and management.
- Ability to manage multiple tasks and adjust to changing schedules and priorities.

This is a remote sales position that will require extensive travel. The ideal candidate will have ready access to a major airport.

Compensation is base + commission with quarterly and year-end bonuses paid for meeting assigned goals. Submaterial offers a generous range of employee benefits including medical, dental and vision coverage, as well as paid holidays, accumulating PTO and a matching 401K program. Please respond with your resume and cover letter in Word or PDF format to sales@submaterial.com.