

Account Executive, Contract Furniture

Moser Corporation is currently seeking a talented Account Executive / Salesperson. We are seeking a dynamic, team-oriented professional who thrives on the challenges associated with service excellence. The right candidate will have:

Qualifications:

Must have 2-5+ years demonstrated business-to-business experience in the contract office furniture industry with the proven ability to meet sales goals through cold calling, networking and referrals.

A love for furniture and crafted objects.

General knowledge of systems furniture and furniture product applications.

Excellent customer service and interpersonal skills.

Demonstrated analytical, negotiating and problem-solving skills.

Excellent prospecting skills and the ability to build and maintain strong business relationships.

Detail-oriented, highly motivated and ambitious.

Ability to work in a team environment.

Ability to work a full-time flexible schedule, including evenings and weekends as necessary.

Responsibilities:

Prospect for new furniture sales opportunities and manage the day to day relationship with existing clients.

Drive sales and profitability by leading the development of creative and innovative solutions to meet client needs.

Develop business relationships with various influencers to identify potential opportunities early.

Collaborate with the Architect or Interior Designer to meet functional, aesthetic and budgetary requirements.

Develop account plans with existing accounts that maximize penetration and retention.

Develop strategies for improved sales growth.

Job Type: Full Time