

## ACCOUNT MANAGER

GL Seaman & Company, a MillerKnoll Certified Dealer, is a leading provider of contract furniture and interior construction solutions in the Dallas-Fort Worth area. For over four decades, the company has partnered with renowned manufacturers in providing our customers with unique, creative and cost-effective office solutions. GL Seaman creates beautiful workspaces, provides extraordinary service to our clients, and we believe in hiring the best talent. If you have experience in commercial furniture, building relationships, and overseeing projects, we'd love to hear from you!

Our Account Managers will build and manage client relationships by serving as the main point of contact for awarded projects providing extraordinary service and meeting all project-related needs.

### Position Highlights:

- Understand client needs and project requirements to deliver customized furniture solutions
- Maintain strong organizational skills to plan and manage project deliverables
- Collaborate with internal teams to ensure seamless project execution
- Manage client expectations by delivering ongoing communication
- Provide exceptional customer service to support long-term partnerships
- Active involvement in industry-related organizations helpful
- Knowledge of industry developments and related products, applications and design concepts beneficial

### Professional Competencies & Qualifications:

- Polished interpersonal skills to manage client expectations
- Prior experience in account management or related role preferred
- Familiarity with contract furniture industry a plus
- Proficiency MS Office Suite, CRM software and other software tools
- Proactively establish and maintain effective, trusting relationships with all departments within organization

Compensation options to be discussed during interviewing process. | Generous benefits available.