

## INTERIOR CONSTRUCTION SALES SPECIALIST

For over four decades, GL Seaman & Company has been a leader in contract furniture and construction solutions. As a MillerKnoll Certified Dealer, we are consistently ranked as one of the top dealers in North America. We create beautiful workspaces, provide extraordinary service to our clients and we believe in hiring the best talent.

The Interior Construction division of GL Seaman & Company is seeking a highly motivated Construction Sales Specialist to offer high-performing, adaptable interior workspace solutions. DIRTT is a global leader in industrialized construction. DIRTT has modernized the construction industry through the use of highly flexible and sustainable manufactured construction. They are the leader in pre-fabricated custom interior construction solutions for walls, flooring, ceilings, modular power and networks and more.

The Interior Construction Sales Specialist is self-motivated and entrepreneurial. You think like an owner. You proactively find opportunities. Creativity and persistence are crucial in this exciting and demanding sales and business development position. You either have experience in or working with construction or have been working in business development or commercial design within the commercial interiors industry. This solid understanding of the construction industry, job site conditions and building processes allows you to identify with general contractors, architects, design firms and project managers. In essence, you speak their language. Your sharp business acumen is evident throughout your daily interactions, whether in a formal business meeting with potential partners or on site with builders. You are a team player and have outstanding interpersonal skills, making it easy to work closely with all project stakeholders.

As the successful candidate, you're resourceful, professional and have hustle, along with a strong and positive go-getter attitude. You always see the big picture and make suitable strategies to ensure success. You thrive in autonomous environments and are driven to meet and surpass goals. This critical role represents GL Seaman in the marketplace. They demonstrate our core values of Integrity, Dedication and Respect in all aspects. Their ultimate goal is delivering an extraordinary customer experience with every project.

### Position Highlights:

- Prior or related sales experience in interior construction, or the commercial furniture industry
- Understanding of interior construction elements is highly preferred
- Identify and assess the value of business opportunities (clients and partnerships) and create strategies to drive long-term growth
- Gain expert-level knowledge of DIRTT's solutions, leveraging this to create unique and compelling experiences for clients, from initial education through final walkthrough
- Initiate the sales process and act as account executive orchestrating and coordinating appropriate application of products and service resources to existing and new customers
- Introduce new offerings to existing markets and clients in creative ways that highlight the value proposition
- Prioritize opportunities and create go-to-market plans with stakeholder input

- Create plans for new sales channels and opportunities for DIRTT
- Develop sales presentations and conduct showroom tours
- Educate clients on the value of DIRTT and provide forward-thinking solutions to meet client needs
- Expand your network with community involvement and build rapport with new contacts
- Be actively involved in industry-related organizations and events
- Attend events in the local business community, including events targeted at design, construction, and real estate professionals
- Engage in open dialogue with construction industry stakeholders
- Familiarize yourself with DIRTT's sales tools and technologies
- Oversee project team to ensure successful completion of project and resolution of any customer concerns
- Communicate clearly with customers and effectively manage customer expectations with regard to costs, delivery schedules and performance
- Manage monthly forecast report
- Develop annual business plan in conjunction with management
- Protect company proprietary and confidential information.

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