

Since 1993, American Interiors has continued to be proven experts at creating interior environments that inspire the places we work, learn, heal and play. We provide products, services and workplace transformation consulting across our markets of Cleveland, Detroit, Toledo and beyond. With today's growing and multi-faceted company, American Interiors has remained true to their roots - working closely with its clients to develop long lasting partnerships.

Job Title:	DIRTT Champion / Account Executive		
Position Type:	Full-time	Location:	Cleveland, OH
Reports to:	Vice President of Sales	Contact:	Lindsey Ray lary@aminteriors.com

Applications will be accepted through email. Please include contact information and professional references.

We are looking for a DIRTT Champion who is responsible for driving business development, closing sales, managing teams and growing market share as it relates to DIRTT DIRTT Interior Construction. The DIRTT champion will work directly with the local DIRTT representative to foster and build relationships and drive opportunities.

Roles & Responsibilities:

- Provide professional customer interface by attending client planning meetings to determine end results
- Seek opportunities for new business by actively attending a variety of networking events
- Prepare presentation material (RFP responses and quotations)
- Utilize your DIRTT expertise by helping clients create cost-effective designs
- Calculate discounts/gross margins with sales manager/VP of Sales
- Utilize product matrix to seek opportunities within an existing and/or new account.
- Provide monthly sales forecasts to the sales manager/VP of Sales
- Keep the organization informed and educated about the DIRTT approach and culture
- Build relationships with Clients, Designers, Architects, General Contractors and Developers
- Present DIRTT on a regular basis using all of the available tools such as case studies, Project Presentations, ICE®, and ICEberg®
- Learn and appreciate the needs of clients from the C-level, to facilities, to IT
- Review ICE files with ICE Designer and Project Team to ensure the project moves forward

Qualifications and Education Requirements:

- Bachelor's degree in Interior Design, Interior Architecture, Interior Construction, or Sales/Marketing
- At least 2 years of sales experience
- Ability to read construction documents and specifications
- Must be self-motivated with entrepreneurial spirit (passion for winning and the drive to seek out new business daily)
- Excellent interpersonal skills and customer service skills to manage and ensure the clients experience is positive
- Strong understanding of the construction process, documentation, real estate market and job site conditions
- Strong organizational skills while managing and prioritizing projects in detail and in a responsive, timely manner
- Aptitude with technology (Microsoft applications) and willingness to learn and improve daily

Benefits Package:

American Interiors offers a comprehensive competitive benefits package that consists of: health plan, dental plan, vision plan, 401k plan with a safe harbor, life insurance, cell phone, laptop, paid vacation, car allowance, and expense credit card.

We treat our employees: as we would treat our clients with trust, collaboration and passion.

