

Territory/Account Manager - Philadelphia/476 Corridor

Do you want to join a people focused culture? How about finding your professional home with people you enjoy working with?

Northeast Interior Systems is a specialty interiors contractor (Casework/Architectural Millwork Finishes – Division 6 & 12) selling interior product solutions in the Educational, Laboratory and Healthcare market segments and has an immediate opening for a full time Territory/Account Manager sales role with a focus on the Eastern PA territory (East of Harrisburg). This position will be based remotely in Eastern PA.

A successful individual will focus on developing relationships with architects, contractors and owners in the market segments of K-12, Higher Education, Laboratory and Healthcare. This role will help support our strategic growth plan with bookings and partnerships through the Eastern PA territory.

Essential Duties and Responsibilities:

- This outside sales position will call on and develop relationships with architects, contractors and owners.
- Promote our product and service offerings throughout all market segments.
- Maintain an up-to-date Salesforce database with opportunity details and ongoing project notes, weekly schedule "to-do's" and, timely positive interface with our management team, sales team and partners
- Review architectural drawings and project specifications
- Work closely with estimating department, preparing customer quotations and proposals
- Develop, implement, and execute sales strategies and tactics, review progress and report on results
- Organize and maintain efficient and consistent coverage of customers in your territory
- Identify target projects and maintain data in Salesforce from inception through award
- Provide technical support to architects, owners & contractors for the purpose of appropriately incorporating our products into the project
- Represent NEIS, our vendors and their products, one-on-one and in group settings
- Review plans and specs for the purpose of ensuring a positive outcome for the customer and favorable position for our manufacturing partners
- Work with manufacturing partners to develop project specific product solutions
- Work with estimating on budgeting and developing bid strategy
- Pursue and play a lead role in scope review meetings as appropriate
- Lead negotiations appropriately with owners & contractors for a project award
- Maintain positive focus - at all times - in words and actions...striving to be solution oriented. You are your brand.

Qualifications:

- The successful candidate will possess strong skill sets in sales, organization & planning
- A 2- or 4-year degree and preferably have 2+ years of proven successful sales experience
- An understanding of the institutional and commercial construction industry would be a plus
- Be an energetic, forward-thinking individual
- Have outstanding written and oral communication skills
- Have the ability and desire to be on the road 40% of the time