

JOB DESCRIPTION

DEPARTMENT: Sales

JOB TITLE: Architectural Sales Consultant

MANAGER: Ryan Micklus

DATE POSTED: June 2021

COMPANY OVERVIEW

Established in 1993, [Creative Materials Corporation](#) supplies surface materials such as tile, resilient flooring, pavers and setting materials to the commercial construction industry. Utilizing extensive experience, Creative Materials guides architecture firms, developers, and corporate multi-unit brands through product specification and the successful supply of materials. Creative Materials adds value to client's projects by offering an unmatched combination of product sourcing capabilities, nationwide supply chain solutions, and excellence in service.

COMPANY VISION

To set a new standard for partnering with surface material suppliers on commercial projects.

COMPANY MISSION

To help our clients design and build better communities by simplifying the selection and supply of surface materials on commercial construction projects.

COMPANY CORE VALUES



One culture, aligned around the same vision, living by the same values. We trust one another to do our part as a team to make each project successful.



Care About Others

We recognize that successful business outcomes require successful people outcomes. Our first priority is to be people helping people.



Client First

We're a service company that happens to sell products. It's how we apply thoughtfulness and problem solving to help clients achieve the best outcomes possible that sets us apart.



Creativity

In a rapidly changing world, what worked yesterday may not be effective today. We challenge the status quo, encourage innovation, and aspire to set new standards of how value can be offered to our clients.

LOCATION

Position is based in Creative Materials' Washington DC market. Company is currently offering a flexible/remote work policy for the safety of its employees during the COVID-19 pandemic.

POSITION SUMMARY

Creative Materials Corporation (CMC), a national distributor of architecturally specified porcelain/ceramic tile, LVT and related products, is seeking an Architectural Sales Consultant to drive the development of its business portfolio in the Washington DC market. Drawing on decades of experience and success in other markets calling on large A&D firms, we are seeking to rapidly expand into this territory and specify our products for use on major commercial construction projects specified in the DC market.

We have experienced extensive success in other regional markets and are highly confident that with the right salespeople on the ground, we can quickly replicate and exceed the success we have in other metro areas. With an offering of highly desirable, architecturally focused manufacturers at our disposal, and a strong support infrastructure from our home office for logistics, shipping, and operational support, we are confident that this region can grow significantly in both the near and long term.

RESPONSIBILITIES

- Coordinate regular field sales activities including prospecting and lead generation. Identify, qualify, and close opportunities with existing and new clients and customers.
- Interact regularly with buying influencers to specify our products for future sales on commercial projects, then ultimately close those sales and convert into revenue.
- Proactively develop, track, and aggressively grow top line sales and margins across market segments. Continually build a proactive pipeline of new and existing clients and accounts
- Conduct technical product presentations with a high degree of knowledge and professional delivery to address issues, needs, trends, technical attributes, and provide solution offerings.
- Introduce new products, programs, promotions and specification tools to Architects and Designers and consistently reinforce the value proposition of our offering and its advantage in the market.
- Develop and prepare sales plans and regularly make sales forecast revisions to assess business potential and growth trends. Prepare monthly and quarterly reports for management indicating revenue projections, sales volume, prospective clients, customer satisfaction and other measures of sales performance.
- Network with the A&D community as well as within our industry to expand brand presence.
- Be an active part of local professional associations in the market.



SKILLS AND QUALIFICATIONS

- Bachelor's Degree preferred, but not required.
- 5+ years of related professional experience (3+ years of architectural sales or interior design background desired)
- Exceptional professional presence and communication skill, both written and oral, is critical.
- Positive attitude, strong work ethic, and ability to multitask. Highly motivated self-starter who will specify finish materials for commercial construction projects and demonstrate success in closing those sales and driving revenue in a team based collaborative environment.
- Exceptional communication skills with a "take charge" attitude, this professional will infuse a high sense of urgency, responsiveness, and discipline throughout the sales organization. They will be recognized as an accomplished sales professional with a direct and honest style.
- Demonstrated success at managing multiple tactical and strategic initiatives, effectively prioritizing time, and resources.