

ICONMODERN

Job: Sales + Design Consultant

Job Type: Full-Time

Experience: 3 years+

Location: Chicago, IL

Icon Modern is searching for the ideal person to add to our full-time commercial sales team. Since our reputation as a trusted vendor partner to our clients is critical, we're talking about someone who loves to sell, and is passionate about selling to commercial architects and designers. Icon Modern is a client-centered, dynamic and flexible custom manufacturer, and the ideal candidate will be comfortable providing input about our sales plan to fit current market needs.

You will be part of our Chicago based team that drives our commercial sales effort. As an experienced industry sales person, you should already have your own list of key relationships with accounts including designers, architects, and dealers.

Job Description:

Responsibilities Include:

- Calling on all aspects of the contract interiors business
- Developing new Chicago Architectural and Design clients
- Increasing business with existing Architectural & Design and furniture dealer accounts
- Work to understand clients' businesses while simultaneously educating clients about how Icon Modern can help
- Become an expert in all products, customization options, capabilities, and service offerings
- Relay client's needs to internal team, to ensure that deliverables are in line with expectations
- Creating/Coordinating regular showroom marketing and entertainment events (summer sailing)
- Work closely with Quoting/Sales Ops Manager and marketing team
- Assess drawings and plans to identify opportunities for appropriate work

Ideal Candidate:

- Minimum 3 years experience in sales as a rep, dealer sales person, showroom manager or similar industry position
- Have an established network in the A&D and dealer community

- Have strong organizational skills with attention to detail
- Are an independent self-starter who can take feedback and are comfortable giving it as well
- Self-directed in planning and learning, and an excellent relationship manager
- Experience with Salesforce or CRM system a plus
- Ability to present to clients with memorable style and enthusiasm, to audiences large or small

Job Benefits:

- Competitive compensation (salary + commission)
- Generous vacation policy
- Great benefits including: medical, dental, vision, 401(k) matching, and more
- Pet-friendly office

To apply:

Please submit your resume to rocky@iconmodern.com. Icon Modern is a small but vibrant employer who values a diverse, friendly workplace.

About Icon Modern

Icon Modern is a custom contract furniture and architectural elements manufacturer, with a focus on sustainable materials. Based in Chicago, IL with production teams in the Chicagoland area and Midwest, our services are broad, rich in their flexibility and able to accommodate the unique demands of the commercial design industry.