**Architectural Sales Representative-Miami**

Our dedication to excellent customer service has made us the success we are today.  We support our associates with a family-friendly work environment, a commitment to assistance in growing your market, and an opportunity to foster your entrepreneurial spirit.

ARG is looking for a highly motivated sales individual to specialize in Architectural Products sales.  Candidate to be a Brand Ambassador for the assigned ARG products through presentation- both in-person and virtual, when appropriate.  Representative to guide the specification process from start to finish by servicing A&D Firms, contractors, office furniture dealers, National Accounts, and end users.

Responsibilities

* Identify the top commercial based architectural firms in the geographic market.  Develop and maintain new and existing relationships with key decision makers to create and secure specifications.
* Track projects from specification through to completion
* Provide continuing customer education through product updates, presentations, & CEUs
* Prospect for both specified and unspecified project to ensure a growing pipeline.
* Utilize CRM to track potential and upcoming projects as well as maintain accurate and comprehensive account list.
* Participate in trade shows and promotional blitzes.
* Works collaboratively with the Regional Sales managers to target and successfully sell to potential customers.
* Responsible for communication to the principals and Regional Managers market trends and shifts.

Education/Experience

* Requires a BA degree or equivalent combination of education, training, and/or experience
* Two or more years of sales or industry experience within the A&D or Dealer community
* Commercial product or furniture sales preferred

Skills/Qualifications

* Developed inter-personal, communication, presentation, negotiating, organization and listening skills with the ability to work well with others
* Proven success in developing new business and generating sales leads by managing a territory and selling activities
* Intermediate skills with standard features of personal computer word processing and spreadsheet software (Microsoft Word, Excel, PowerPoint, Outlook, Internet, & CRM software)
* Self-Motivated and self-directed with excellent time management and highly organized
* Strong communication skills before both small and large groups

Compensation

* Draw against commission