

Immediate opening available for a **New Business Development/Sales Representative** based in Sacramento, CA. The ideal candidate must be career-minded with the desire and ability to develop influencer relationships, leading to the achievement of sales goals. This role is responsible for growing furniture sales, service revenue, and market share in the greater Sacramento area through prospecting and networking activities. A consultative selling approach and strong relationship building skills are required:

Essential Functions:

- Intense prospecting activity and pipeline development
- Resilient and professional in pursuit of new business
- Exceed sales objectives, revenue and margin goals
- Has workspace and space planning acumen in the office furniture industry
- Working knowledge of industry specific software
- Experience with and working knowledge of the Architect and Design community
- Team player
- Creative with selling approach
- Good problem solver
- Excellent communicator
- Organized

Education and Experience

- B.S./ B.A. degree from an accredited university preferred.
- Previous experience in the flooring, office furniture, design, real estate, or distribution dealership business preferred.
- 3-5 years of business to business sales experience preferred with a proven track record of prospecting for clients, delivering sales results, servicing client needs and skilled at strategically developing business plans around opening new business.
- Strong business acumen, professional presence, excellent interpersonal, written and communication skills and critical/ creative problem-solving skills. Ability to be a strategic thinker.
- Microsoft Office

Job Type: Full-time

This position includes a competitive salary, commission and benefits package.

E-mail resume to: Rbennett@mtaoffice.com

Look forward to hearing from you!