

A&D Sales Rep, Florida

Description

Neolith <https://www.neolith.com/> is the world's leading brand in Sintered Stone, a revolutionary architectural surface with premium technical features. Since our founding in 2009, we have rapidly established ourselves as an industry pioneer, achieving the highest growth in the high-end segment of the building materials industry. Partnering with Neolith means trusting a brand synonymous with quality, innovation, and excellence.

We are expanding our team in the United States and are looking for an Architecture & Design (A&D) Sales Representative based in Florida. This position is focused on driving sales growth and expanding our market presence through the development and leadership of strategic partnerships within the A&D community. The role aims to align business development efforts with the company's strategic objectives, ensuring ongoing customer success. We are looking for a proactive individual with a passion for sales, strong relationship-building skills, and a commitment to delivering value to our partners in the architecture and design sector.

Responsibilities:

- Growth in partner-driven sales revenue.
- Develop good relationships with the regional institutions and professional networks.
- Expanding the brand's presence in allocated markets.
- Market growth in the assigned region.
- Sales target achievement.
- Increase client's portfolio and profitability.
- Build and maintain strong connections with architects, builders, developers, designers, and other key decision-makers within the commercial market industry.
- Deliver compelling presentations that highlight the Neolith brand, products, and strategic value, with a particular focus on facade solutions.
- Represent Neolith at trade shows and industry events, elevating our visibility and reputation.
- Actively seek out potential clients, introducing them to Neolith's innovative product line and tailored solutions.
- Maintain meticulous records of area and customer sales, providing valuable insights and historical data to inform strategies.
- Contribute to the team's success by meeting and exceeding sales goals, driving growth, and delivering exceptional customer experiences.

Minimum requirements

Education & Experience:

- Bachelor's degree in Architecture, Interior Design, Industrial Design, or a related field — or equivalent professional experience within the A&D industry.
- A well-established network of architects, interior designers, and specifiers, with a solid understanding of local project and market dynamics.
- Proven experience in sales, business development, or account management roles within the Architecture & Design community.
- Demonstrated success working with or within the building materials, furniture, or finishes sectors.

Skills

- Strong negotiation and relationship-building skills.
- Excellent communication and presentation abilities tailored to the A&D community.
- Leadership and team collaboration skills.
- Proficiency in CRM software and sales analytics tools.
- Inspiring Personality: Demonstrating integrity and confidence, agility in learning, and ensuring that you are a role model for the rest of the organization.
- Successfully Shaping the Business: Strong customer orientation. Passionate about achieving results in a time-pressured environment and able to convey this to the team and the business unit organization. Strong organizational skills and the ability to build effective relationships with colleagues and external service providers.
- Effective Management of Work Processes: Ability to take initiative and make quick decisions. Ability to proactively plan and complete one's workload according to the company's requirements and deadlines. Reducing complexity and strong decision-making and problem-solving skills. Focus on continuous improvement.
- Teamwork: Ability to cooperate and/or lead multi-departmental activities/projects. Strong inclination to deploy this ability within the team. Taking responsibility and supporting the organization. Self-motivated and capable of motivating others.
- Fluency in local language required.
- Spanish or/and English proficiency is a plus.

