

Principal

Seattle | WA

Who We Are

At Interior Office Solutions, we're bold, we're innovative, and we work with amazing furniture and even better people. We give customers the best experience we can, and we do it in a way that helps our employees grow, succeed, and have fun.

What You'll Do

This individual will be responsible for driving a high volume of new business revenue to IOS annually. A minimum of \$5 million in annual revenue driven predominately from new business (approximately \$1 million plus in Gross Profit) will be the expectation. Once they are ramped up, a successful person in this role will be closing \$8 - \$10 million in revenue annually.

By utilizing his/her existing network of business relationships, and through the ability to connect and network with high-level end-user decision makers and key influencers, new business opportunities will be identified, qualified, engaged, and closed. This position will report to the Director of Sales and receive the necessary tools and support to be successful.

Qualifications + Attributes

- Possesses a large network of high-level influencers within the market
- Strong knowledge and a minimum of 10 years of experience within the commercial office interiors/furniture industry, or closely related industry
- Bachelor's Degree
- Excellent verbal, written, listening, and presentation skills
- Strong negotiation skills to close business and manage relationships
- Strategic and analytical thinker capable of finding the best strategy and path towards finding, developing, and winning large projects and accounts
- Able to "connect the dots" on large projects and accounts, and effectively lead a team of IOS and Haworth colleagues through the sales process up to the verbal award
- Quickly learn and embrace IOS values and demonstrate through daily behaviors/actions
- Be a strong advocate and representative of IOS in the market
- Flexible schedule to allow for evening and weekend networking and marketing events as well as business development activities
- Highly motivated, results-driven, and competitive, not satisfied with anything less than winning and being perceived as being the best in the market

IT'S NOT JUST ABOUT FURNITURE.

Working for Interior Office Solutions means inspiring leadership, amazing resources, and great culture

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To apply, email a resume and cover letter to:



tkoehler@iosinc.net

If we see a fit, we'll reach out within a week. We know applying takes time. Thank you in advance for yours.



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Compensation + Perks

- Competitive salary range depending on annual revenue/GP goals
- Competitive quarterly bonus plan based on achieving/exceeding annual GP goals
- Will be compensated at a higher rate for new business and at a lower rate for ongoing business (annuity or existing business defined as business from a client booked 1 year or later after the original new business order)
- Monthly car allowance and generous monthly marketing and client entertainment budget
- Membership to business, social, or golf clubs for networking, business meetings, client entertainment, etc.
- Reserved executive parking, if available
- Participation in quarterly marketing strategy meetings with the IOS Executive Team
- Option to present strategic business, marketing strategy, or other ideas to the IOS Executive Team on a quarterly basis
- Participation in the annual Haworth business planning meeting (MAP)

Internal Support

- IOS' Strategic Account Team will support on specific projects
- A Project Manager will be assigned for all projects over \$100,000
- IOS' Strategic Response Team for RFP/bid responses
- IOS' QA Team for punch and warranty work

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