



Sales Agent Role (Wall Systems and Office Furniture)

There is no cap on earnings! Unique chance for a leadership and growth opportunity in a fast-developing company!

This role can be based in Ottawa, ON, Montreal, QC, Edmonton, AB, and Vancouver, BC.

We are looking for a person with a strong go-getter attitude and who is constantly pushing the limits to produce exceptional results. We are looking for an entrepreneurial, passionate, energetic, and driven professional with a solid understanding of **contract office furniture solutions and wall systems market** to hit the ground running. Join us in a role of **Sales Agent** that will champion the pursuit of acquiring opportunities and close new business for GVA Interiors.

GVA Interiors - Art of Commercial Space. GVA Interiors is on a mission to provide products of unique design of an exceptional quality for commercial areas. In GVA, you can pursue a career that offers you ample opportunity to build your portfolio and expand your skillset in an exciting and inclusive environment. This critical role will leverage new and existing relationships to identify strategic opportunities that will drive revenue growth and increase GVA Interiors' market share.

Responsibilities

- The successful candidate's focus will be to drive revenue by chasing and qualifying new strategic opportunities with leads sourced individually.
- Forge partnerships, continually establish, maintain, and expand productive and professional relationships with new and existing clients in person, over the phone and through networking to earn referral business.
- Maximize every opportunity to build on new and existing business, finding every possible chance to create and integrate GVA Interiors' products and designs while streamlining the process for the client.
- Collaborate in the strategic account planning processes that develop and achieve mutually beneficial performance objectives, financial targets, and critical milestones for GVA Interiors and new and existing accounts.
- Initiate sales processes by scheduling appointments; making initial tailored presentations and understanding the client's unique business needs and account requirements.
- Be the subject matter expert and main resource for partners, clients and project stakeholders providing guidance on GVA Interiors' products, solutions, and processes, when needed.
- Analyze and determine client goals to verify the best application of GVA Interiors' solutions specific to their needs.
- Maintain knowledge of competitors to identify opportunities that will strategically position GVA Interiors to increase market share.



- Drive innovation through product development feedback and insights that will impact competitiveness in the market, meet unique client needs and increase market share.
- Provide support, feedback, and input to GVA Interiors team to tailor solutions to the clients needs and build the pipeline for significant sale opportunities.
- Ability to work flexible hours, travel daily away from office, up to 70 percent or more of time in assigned market, including overnight travel.
- Entertain potential and existing clients.
- Manage and maintain client information in ERP system.

Who you are:

- You are a strategic, persistent and driven professional who is able to speak the lingo needed to attract, retain and grow sales revenue.
- You possess strong communication, negotiation and interpersonal skills, enabling you to engage in open dialogue and build rapport with partners and clients of all shapes and sizes.
- Highly visible with an accommodating attitude at all times.
- You are entrepreneurial, persistent, creative and have the grit and tenacity meet and surpass goals.
- You are a resourceful sales professional who brings a positive go-getter attitude to everything you do.
- A big picture thinker with an ability to implement suitable strategies to ensure success.

What you bring to the role:

- Sales or business development experience and a demonstrable track record of success in the contract office furniture solutions and wall system market segment as it relates to the commercial interior construction and design industry.
- A strong network of connections and proven track record of pursuing and obtaining significant accounts in multiple territories.
- “CAN DO” attitude to resolve situations and accommodate clients.
- Excellent presentation skills and are comfortable using technology for presentation and communication purposes.
- Strong interpersonal, verbal, and written communication and presentation skills.
- Ability to rapidly build knowledge of all functional leads, capabilities, service areas and functions.
- Ability to self-manage; self-motivate and influence and work in partnership with various teams across reporting lines.
- Ability to manage stress with competing priorities and shifting objectives in GVA Interiors’ fast paced environment.

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Importing, Distributing, Manufacturing
Full Spectrum Office Furniture
Prefabricated Modular Wall Partitions
Phone Booths
Art

- A strong understanding of architectural drawings, details, specifications, the construction process, and job site conditions.
- You must live within your territory as you will be expected to build on your existing network and engage the market, local partners on a regular basis.

Type: Sales Agent are not employees of GVA Interiors, rather self-employed.

Location: Ottawa, ON, Montreal, QC, Edmonton, AB, and Vancouver, BC

Compensation: Commission based plus overage. There is no cap on earnings!

Education: Bachelor's Degree preferred in Interior Design or Architecture.

Experience: minimum of 1-2 years of experience in contract office furniture solutions or wall systems segment.

APPLY

You can apply by sending us a boring resume. But if you really want to get our attention, send us a quick video about yourself, your experience and something you're passionate about. (And we're still going to need to see that resume, so send it too.)

To apply for this position, email us at info@gvainteriors.com with a position title in your subject line. No direct phone calls or in-person visits please.

GVA Interiors is an equal-opportunity employer. We thank all applicants, but we'll only contact you if you're selected for an interview.

Sales, Furniture, Supplier, Construction