



Icon Modern is searching for the perfect person to be our full-time commercial sales representative. Since our reputation as a trusted vendor partner to our customers is critical, we're talking about someone who loves to sell, and is passionate about selling to commercial architects and designers. Icon Modern is a customer-centered, dynamic and flexible manufacturer, and the ideal candidate will be comfortable providing input about our sales plan to fit current market needs.

You will be part of our Chicago based team that drives our commercial sales effort. As an experienced industry sales person, you should already have your own list of key relationships with accounts including designers, architects, and dealers.

### **Job Description:**

#### Responsibilities Include

- Calling on all aspects of the contract interiors business
- Developing new Chicago Architectural and Design clients
- Increasing business with existing Architectural & Design and furniture dealer accounts
- Work to understand clients' businesses while simultaneously educating clients about how Icon Modern can help
- Learn about all products, customization options and service offerings
- Relay client's needs to internal team, to ensure that deliverables are in line with expectations
- Creating/Coordinating regular showroom marketing and entertainment events (summer sailing)
- Work closely with Quoting/Workflow Manager

#### Ideal Candidate

- Minimum 5 years experience in sales as a rep, showroom manager or similar industry position
- Have an established network in the A&D community
- Have strong organizational skills with attention to detail
- Are an independent self-starter who can take feedback and are comfortable giving it as well
- Self directed in planning and learning, and an excellent relationship manager
- Experience with Salesforce or CRM system
- Ability to present to clients with memorable style and enthusiasm, to audiences large or small

#### Job Benefits

- Competitive compensation
- Generous vacation policy
- Great benefits including: medical, 401(k) matching, and more

- Fun, energetic team
- Pet friendly office

### **Contact Information**

To apply for this position please submit your resume to [rocky@iconmodern.com](mailto:rocky@iconmodern.com)

### **Icon Modern**

Icon Modern is a custom contract furniture and architectural elements manufacturer, with a focus on sustainable materials. Based in Chicago, IL with production teams in the Chicagoland area and the Midwest, our services are broad, rich in their flexibility and able to accommodate the unique demands of the commercial design industry.