



About **elements**:

We are placemakers. Be part of a passionate team that creates places that inspire and energize our clients. Headquartered in Denver, Colorado in the RiNo district and named as one of the “Top Places to Work” by the Denver Post. Our culture goes beyond the physical space. We believe in the power of community, with guiding principles and core values that provide us the mindset to drive our behaviors when executing strategic and operational plans for our clients.

Summary of Position

This position is responsible for achieving furniture sales and profitability objectives by leading initiatives to successful award and execution. The Account Executive will provide strategic and consultative solutions that differentiate **elements** and represent our clients' best interests. Account Executives will be held accountable to leadership, networking, sales, and communication standards with customers and team members throughout the sales process.

Roles, Responsibilities, and Measurable Expectations

This individual will be expected to have competent knowledge of trends and research in the workplace environment. This individual will provide consultative solutions to fulfill customers' organizational objectives. With the expertise on our entire **elements** products and services portfolio, this individual will facilitate the management of business logistics throughout the transaction and contribute to the culture and profitability of **elements**.

Business Development

- Network to advance personal relationships with real estate brokers, project managers, and the A&D community
- Active participant in industry and community organizations
- Cold call key audience contacts and potential clients to generate and qualify new business leads and opportunities (in person or by telephone, or combination)
- Elevates personal brand through social media applications and monthly marketing distributions on products, trends, workplace knowledge, and event invitations

Strategic Selling

- Qualifies assigned prospects into potential customers; does thorough needs analysis to understand client's requirements for furniture products and services
- Makes persuasive presentations to customers on **elements** products and services—in person, through written/graphic documentation and electronic means
- Leads RFI/RFP process



- Leads team strategy on response
- Prepares Value Proposition and Key Points of Distinction
- Identifies product applications
- Qualifies pricing

Sales Implementation

- Responsible for initiating the sales process so that it can be efficiently managed by internal resources
- Guides customers through the path to product and consults on custom curated solutions
Ensures a responsible execution of sales documents by obtaining signed proposal, validations, terms & conditions, and deposits as require

Experience/Requirements:

- Minimum of 3 years of sales experience is required
- Proof of successful sales track record including meeting performance metrics and revenue goals
- Strong communication and presentation goals
- Strong organization and attention to detail
- Ability to work autonomously
- Microsoft Word, Excel and Outlook, Teams, Smartsheets
- CAP and CORE experience preferred

Salary Range:

The first-year salary bridge will range between \$50,000 and \$80,000 based on experience. The conversation to 100% commission will be implemented in year two with an annualized monthly draw against commission equating to \$72,000.

Employee Benefits & Perks

- 3 Weeks of Paid Time Off for Full Time Employees, including paid time off to volunteer
- Employee Health, Dental, And Vision Insurance, including FSA and HSA programs
- Life and Disability Insurance
- 401K Plan, with access to Financial Planning & Financial Wellness Programs
- Subsidized Parking, Employee Recognition and Annual Award Programs
- Super FAC's, Annual Company Outings and Other Company Activities
- Dog Fridays, Employee Purchase Plan for Products, and a Variety of Flex Spaces to Support Work Style
- Fitness Room, Outdoor spaces and a Kegeerator / Wine in our Centralized Downtown Location