



**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 person is responsible for generating sales through business development, maintaining relationships, and collaboration with other **elements** studios. This position is critical in creating revenue and providing financial growth.

**Job Responsibilities/Duties**

Responsible for individual business development

- Create annual business plan
- Establish and maintain weekly sales appointments
- Collaborate selling efforts with other elements studios and sellers
- Qualify projects prior to bidding
- Review all plans to become familiar with the scope of work
- Be familiar with all materials that are specified
- Review jobsite conditions if necessary
- Negotiate labor and labor prices
- Bid assembly and proposal presentation
- Manage projects as needed
- Coordinate labor and material arrival on jobsite
- Attend construction meetings as necessary
- Other duties as assigned

**Environment**

- This position is a balance of field and desk time
- May be required to move products occasionally

**This position is:** Full-Time/Exempt

**Salary:** \$55k-\$65k +commissions



**Experience/Requirements:**

- Sales experience is preferred, but not required
- Must be competent with technology

Must be comfortable with change and open to learning

**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