



## AVENUE ROAD

### **JOB DESCRIPTION – ARCHITECTURAL SALES EXECUTIVE**

AVENUE ROAD is a North American based furniture retailer, manufacturer and distributor engaged in both residential and contract markets, offering classic-contemporary designs with timeless style and enduring quality.

AVENUE ROAD is currently seeking an experienced full-time **ARCHITECTURAL SALES EXECUTIVE** with a focus on outside sales for architectural brands (kitchens, doors and storage systems). In this role, the candidate will report to the Sales Director, Canada.

#### Responsibilities

- Handle all specific brand sales including sales quotations, budget planning, client negotiations, order management, installation and on-going relationship management
- On-going sales monitoring and analysis of all contract sales activities
- Contribute to the overall conquest and retention strategies
- Sales monitoring, sales analysis, pricing strategy
- Competitive analysis and benchmarking
- Manage and achieve quarterly and annual sales targets
- Additional responsibilities as requested or required

#### Requirements

- Architectural Sales experience (3-5 years)
- Interior Design or Architectural qualifications
- Strong relationships in the Architectural, Design and Development Communities
- Strong understanding of architectural plans,
- Ability to work Saturdays (Potentially 1 per month)
- Ability to multitask in a dynamic team environment
- Driver's license / car
- Strong organizational skills
- Excellent computer skills in Outlook, Power Point, Excel, Word
- Experience with AutoDesk CAD software an asset
- Experience with inventory/database, preferably SAP
- French or second language an asset

#### How to apply

Please send your resume and cover letter to [careers@avenue-road.com](mailto:careers@avenue-road.com). Only suitable applicants will be contacted.

[avenue-road.com](http://avenue-road.com)

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