

NJ1383273

Territory Manager, New Business Development

Global Furniture Group
Philadelphia, PA, 19106

About Global Furniture Group

The Global Furniture Group is a leading North American Manufacturer of furniture solutions. Global offers a broad range of furniture products designed for the workplace, hospitality, education + healthcare markets, delivering exceptional value and quality to its network of dealers, designers and customers.

Operating for 50+ years and employing more than 4,000 people worldwide, Global has locations throughout Canada, the US, Mexico, China and the UK.

Duties and Responsibilities

Territory Manager, New Business Development

Location: Philadelphia, PA Department: Corporate-Sales

Type: Full Time Min. Experience: Mid Level

Global Furniture Group, a leader in the office furniture industry has an immediate career opportunity for the Philadelphia, PA area. This candidate will increase awareness and interest among Commercial Real-estate brokers, designers and end-users of Global's brand, product and capabilities.

Duties and Responsibilities

- Identify/select Commercial Real-estate targets willing and capable of growing Global sales.
- Identify/involve Global in projects that fit Global's products services and capabilities.
- Ensure appropriate relationships are developed with key influencers (A&D, end-users and Real-estate Brokers) to drive Global sales.
- Must be very involved with industry associations and participate in multiple networking activities.

Education/Experience

- Bachelor's degree from four-year college or university; or one to two years related experience and/or training; or equivalent combination of education and experience or military equivalent.
- Knowledge of Microsoft Office, Excel, PowerPoint and Word.
- Excellent work ethic.
- Team player who shares information and works collaboratively with others.
- Compelling presenter.
- Ability to communicate efficiently with external and internal clients.

WHO WE ARE

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BENEFITS

Global offers a comprehensive employee benefit program that enables our employees to stay healthy, feel secure and maintain a work/life balance. The following are benefits we offer employees (or may be eligible for):

Paid Time Off | Holiday Pay | Medical/Prescription Insurance | Dental Insurance | Vision Insurance | Health Savings Accounts (HSA) | Company-Paid Life and AD+D Insurance | Company Sponsored Long-term Disability | Short-term Disability | Voluntary Life Insurance | Employee Assistance Program (EAP) | Critical Illness and Accidental Injury Insurance | FSA | 401(k) & Roth 401(k)

WHERE WE ARE

Global has distribution centers and showrooms located all across the USA + Canada.

Global USA Showrooms:

Atlanta | Boston | Chicago | Detroit | Ft. Lauderdale | NYC | Philadelphia | Phoenix | St. Louis | Washington DC

Global USA Showrooms + Distribution Centers:

Atlanta | Baltimore | Boston | Chicago | Cincinnati | Dallas | Denver | Houston | Kansas City | Los Angeles | Miami | Minneapolis | New Orleans | Philadelphia | Pittsburgh | San Antonio | San Francisco | Seattle | Tampa

You can visit us at www.globalfurnituregroup.com.

Global is a smoke-free, drug-free workplace and equal opportunity employer.

Qualified applicants will receive consideration for this position without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. To request assistance in completing this application, please call 800.220.1900 and ask for Human Resources.

Veterans encouraged to apply.

Nature of Work

Duration: Full Time, Regular

Normal Work Days: Monday, Tuesday, Wednesday, Thursday, Friday

Working Hour per Week: 40 hour(s)

Post is open till: 9th May, 2018

Number of Job Openings: 1

Education

Applicants should have a Bachelor's Degree