**Account Executive - New Business Development**

*Summary*

ORI, Inc. is an insights led commercial furnishings dealer that provides knowledge, products, and services to help our customers achieve their desired business results. We are the exclusive Platinum Steelcase dealer that serves a wide variety of customers throughout Huntsville Metropolitan area and Northern Alabama. Established in 1945, ORI has been a leader in creating work, learning, and healing spaces for our clients. Our core values include Servant Attitude, Integrity, Relationships, Continuous Improvement, Excellence, and Honesty. We offer highly competitive compensation and a generous benefit package that includes bonus potential, 401K, and reimbursable business expenses.

**Tasks & responsibilities include:**

New business development with an emphasis on corporate accounts and healthcare accounts

Establish key partnerships with influential individuals including commercial real estate

Representing ORI in the business community through networking

Working with the design team to develop solutions for clients and recommending concepts and products that challenge needs while supporting business goals

Being a student of sales and the industry, working to improve skill set through professional development while staying up to date on industry trends

Forecasting and strategy through the web-based CRM platform

  **Skills Needed Include:**

Possess strong time management skills

Utilize excellent communication skills internally as well as externally

Be able to positively confront issues with team members, colleagues and leaders head on to ensure progress is made on Key Performance Indicators (KPI)

Possess/develop strong presentation and overall platform skills with customers

Build lasting relationships with customers and Key Influencers (A&D+CRE Community)

Be a Team player, working well across departments to ensure a high level of client satisfaction and amicable relationships within the organization

Leverage problem solving skills

Become involved in the local community, leadership in all markets

Ability to close/win business from the competition leveraging differentiation

Be a seeker and sharer of industry consultative knowledge as well as business knowledge

  **Products and services to be sold include:**

* Furniture
* Design and space planning
* Project Management
* Asset Management/Warehousing
* Automation (Punch out Process)
* Commercial Move Services
* Technology Products & Technology Services
* Installation and reconfiguration
* Architectural products

*We are an Equal Opportunity/Affirmative Action Employer*
*Qualified applicants will receive consideration without regard to their race, color, religion, sex, sexual orientation, gender identity, disability, and national origin.*