**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 Kentucky and Southern Indiana. 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 in the Louisville and Southern Indiana markets
* 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)
* 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.*