

ARCHITECTURAL & DESIGN REPRESENTATIVE (A&D) FULL-TIME / PERMANENT

CIOT DETROIT - 1080 COOLIDGE HIGHWAY, TROY, MI 48084

Ciot is a leading importer and retailer of marble, granite, limestone, slate, onyx, semi-precious stone, decorative glass, quartz, ceramic and porcelain stoneware tiles, slabs and mosaics, as well as kitchen and bath fixtures and accessories within the areas served. The company operates showrooms in Detroit, Toronto, Vaughan, Mississauga, Montreal, Brossard, Quebec City, as well as a business office in New York City.

Ciot offers a stimulating workplace, attractive benefits package and a work environment that is favorable to professional growth. If you are seeking a position where initiative is valued and your ambition has no limit, your challenge will be to focus on your capacity to progress in a highly stimulating work environment!

The **A&D Account Representative** is responsible for finding and maintaining business with key Michigan area Architects, Interior Designers, Builders and Developers for commercial projects.

ROLE & RESPONSIBILITIES

- Develop and maintain client and prospective client relationships to ensure market growth and promotion of all products;
- Update libraries with Ciot product offerings, architectural books, resource binders and other specialty tile and stone products;
- Coordinate Architectural Luncheon Seminars with Architectural and Design firms. Arrange formal meeting to stress the features and benefits of Ciot commercial products and Ciot itself;
- Proactively seek to improve product knowledge to assist clients with the best tile and stone solutions for their projects;
- Generating specifications within the A&D community and Building Industry;
- Follow up of specified projects to secure the sale;
- Utilize company CRM system as a territory management and job tracking tool;
- Report to Sales Manager on measuring and accomplishing KPI's and company goals.

PROFILE & SKILLS REQUIRED

- Knowledge of the stone/tile or building industry is a plus;
- Minimum 2 years' outside business-to-business sales with a proven track record of success;
- Business Development experience preferred;
- Self-motivated with a high energy level and a willingness to go the extra mile;
- Strong follow-through skills;
- Highly organized and able to multitask in a fast-paced environment;
- Ability to work calmly under pressure and meet deadlines;
- Excellent communication skills, both verbal and oral;
- Strong interpersonal skills and the ability to work well as part of a team.

WHAT WE OFFER

- Full-time permanent position;
- Competitive salary;
- Bonus/commissions;
- Travel expense account;
- Group benefits;
- Professional and stimulating work environment;
- Training and continuous coaching.

If you are interested by the present job offer, please send your curriculum vitae to the following email address: cv@ciot.com or apply online via the Careers section of our website at www.ciot.com.

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