

**SALES REPRESENTATIVE, HOSPITALITY OPPORTUNITY FOR ELKAY INTERIOR SYSTEMS IN OUR
DOWNERS GROVE CORPORATE OFFICE!**

www.elkayinteriorsystems.com

Elkay Interior Systems (EIS) is a global interior design and manufacturing company, offering an array of design, build, and installation services to the restaurant, retail, education, and hospitality markets. EIS simplifies the complicated. By leveraging insights gained from working with global brands, we cultivate environments that are dynamic and profitable, designing experiences customers will remember.

We are thinkers, designers, and builders, crafting extraordinary environments. Join EIS, an Elkay Manufacturing company, and discover your next opportunity.

Imagine working for a company that inspired this kind of employee feedback.

- *I'm proud to work for Elkay.*
- *The company invests in my success.*
- *I do work that makes a difference.*
- *I love my co-workers.*
- *I feel like part of a family.*

When you come to work for an Elkay Company (corporate.elkay.com) that is exactly what you will experience.

If you're ready to join a company where everything you do makes a difference and you go home proud at the end of each day, talk to us about joining the Elkay family!

This role will plan, direct, and generate the sales growth and maximization of profit for the EIS-Hospitality business channel. You will be assigned a defined market(s) and territory and be responsible for the direct sales activities to meet company goals as defined by the Business Development Manager. This position has a goal to increase the defined market client base and align customer needs with the EIS-Hospitality value proposition to meet or exceed top-line revenue, profitability and sales activity targets.

A Day in the Life:

- As directed by the Business Development Manager, carry out the day-to-day sales activities to generate leads and secure contracts.
- Develop and manage relationships with a range of key contacts, ranging from Property Owners/Operators, Owners' Representatives, Architects, General Contractors and Purchasing Agents.
- Work with the Business Development Manager to develop a steady pipeline of qualified projects to meet channel objectives.

- Represent the voice of the customer within EIS-Hospitality. This includes but is not limited to providing information on defined market industry trends, pricing market intelligence, and evaluation of processes, lead times and product offerings that will result in a competitive advantage.
- Serve as primary liaison between new customers and EIS-Hospitality's preconstruction and project management teams.
- Coordinate with Business Development Manager to develop sales expense budgets to achieve targeted gross margins and profitability targets.
- Develop relationships with market influencers, build new networks of contacts on behalf of the Company to stimulate interest in products and services.
- Responsible for Salesforce Maintenance and upkeep for lead, opportunities, accounts, and contacts relevant to New Business opportunities.
- Communicate market/account requirements and changes to the cross-functional departments to ensure the customer's changing needs are recognized and that mechanisms to drive profitability are aligned.
- Responsible for being the "eyes and ears" of the territory, visiting properties and gathering information as to when a property is expecting to renovate.
- Participate in Sales, Project Management, and other relevant meetings.
- Attend tradeshows, conferences and company sales training events as approved by Business Development Manager.

What You Need to Succeed:

- Bachelor's degree in business administration or related field
- Minimum of 3+ years of experience in a sales or a business development role. Experience within the hospitality or construction market is preferred. Millwork understanding and experience highly preferred.
- Ability to read and interpret project specification documents including building plans, drawings, product schedules and other related requirement documents necessary.
- CAD systems /drawings understanding is necessary.
- Proven success in sales or business development roles a must.
- Extensive experience in service-based, dynamic selling environment.