

Fort Standard

Furniture Account Executive

Introduction:

Fort Standard is a contemporary design studio producing heirloom quality products and furniture. Pairing high quality materials with an obsessive approach to craft, we believe in generating value through good design. We take great pride in all the work that we put into the world. We aim to hire others who take pride in their own work and can contribute to become an essential member of our small team.

Description:

We are seeking to hire a full-time Account Executive to focus on furniture sales and development. This person must be a highly motivated, genuine and resourceful individual who enjoys working in a creative environment and who is not afraid to dive deep into problems to find solutions.

Our ideal candidate is creative, ambitious and organized with experience in sales and/or communication. They must enjoy developing relationships with people, be enthusiastic about design and have the ability to adapt and innovate quickly. They must be comfortable working autonomously to chart their own path, creating successful internal tools and structure.

As a small studio, each member is an integral part of our team. We aim to utilize everyone's strengths, so this position's full responsibilities will be tailored to the applicant's personal experience and skills to best position us for growth. It is a benefit to have a creative background with experience with the Adobe Creative Suite.

Please note that our office and showroom share a space with our woodshop in an industrial building in Greenpoint, Brooklyn.

Responsibilities:

- Help develop and execute strategic plans to grow sales
- Provide excellent customer care while selling Fort Standard furniture from initial inquiry, quoting and sending material samples through logistics and final delivery
- Develop and grow authentic client relationships, including: interior designers, architects, architects and showrooms.
- Develop a deep understanding of Fort Standard's designs and capabilities to share with clients
- Provide input and/or help develop creative marketing materials such as eBlasts, linesheets, tearsheets, client presentations, website materials
- Design and implement more organization, procedure and efficiencies through internal operations. Examples include: reorganizing our sales process from inquiry, internal production to customer follow up and developing a system for material samples management and shipment

- Find difficulties and holes across different areas of our business. Take initiative to create change. Work with teammates to find solutions
- Research and stay up to speed on design world happenings, industry leaders, designers and sales vehicles

Requirements:

- Highly self-driven
- Enjoys talking to new people and helping them find solutions for their needs
- Approaches their job creativity whether through physical deliverables or the creative thinking they bring to new ideas
- Resourcefulness needed to work on a small team with an understanding of the challenges of a growing business and the willingness to get into the weeds to create change
- Excellent communication skills to effectively present information, listen and respond to questions. Timely and thoughtful customer follow-up to build trust and strong on-going relationships.
- Personable and confident when interacting with clients
- Extremely organized
- Eager to contribute to overall company culture creating a positive, motivating and rewarding work environment
- Excited about interior design, architecture and art

Benefits

- Experience with Adobe Creative Suite
- Experience with different CRM platforms

Application:

Please submit your application to positions@fortstandard.com. The subject line of your email should read: FURNITURE ACCOUNT EXECUTIVE + YOUR NAME. Please include the below as PDF attachments:

1. Resume
2. Cover letter. Please include why you would like to join Fort Standard studio and one specific example of your creative problem solving skills.
3. Two references

Due to the level of responses we receive, we will not be following up with all applicants directly but if we feel you are a good fit, we will be following up with qualified candidates within 7 days. Thank you for your application!