

# 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 our furniture sales and to contribute to our company's overall growth. This person must be a highly motivated and personable individual who enjoys working in a creative environment and who is not afraid to dive deep into problems to find solutions. They must be resourceful, confident and excited to optimize our internal sales tools and structure.

They must feel a responsibility for their work as they will have significant autonomy reporting to the founder and director. We are a small team, so you will be an integral member. You must have a vested interest in not only making our business better but also working closely with teammates in order to create a rewarding work environment.

We are looking for someone who is creative, ambitious, tireless and persuasive. They must be great with people, enthusiastic about design and have the ability to adapt and innovate quickly. Applicants must have experience in sales and/or communication.

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

### Responsibilities:

- Contribute to and execute strategic plans to achieve sales goals
- Provide excellent customer care while selling Fort Standard furniture from initial inquiry, quoting and sending material samples through final delivery
- Develop and grow client relationships, including: interior designers, architects, showrooms and homeowners. Attend industry events and schedule meetings and presentations. Lead and coordinate studio visits.
- Develop a deep understanding of Fort Standard's designs and capabilities to share with clients
- Communicate with Production Manager to ensure client order needs, updates and deadlines are met
- Optimize internal sales operations and materials, working with teammates to find solutions
- Research and stay up to speed on design world happenings, industry leaders, designers and sales vehicles

**Requirements:**

- Highly motivated and self-driven
- Enjoys talking to new people and helping them find solutions for their needs
- Personable and confident when interacting with clients and acting as the face of Fort Standard
- Comfortable working independently
- 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 from clients and teammates. Timely and thoughtful customer follow-up to build trust and strong on-going relationships.
- 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 different CRM platforms

**Application:**

Please submit your application to [positions@fortstandard.com](mailto:positions@fortstandard.com). The subject line of your email should read: SALES 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 considering our team!