



Independent Self Sales Representative

About our Company

Furniture Atelier was founded on the passion and collective experience of two highly invested partners, who identified and responded to a need for a superior results-oriented experience in the industry. From a variety of extensive and successful backgrounds, these partners have established themselves as key providers to the architectural, interior design and hospitality communities.

The focus is exclusively on five core elements: Passionate design, unsurpassed craftsmanship, superior service, competitive prices and on-time deliveries. A unique partnership approach means that clients benefit from tailored solutions, state-of-the-art manufacturing facilities, expert craftsmanship and high-quality components.

- Headquartered in Toronto
- Offices in China
- State of the art and fully automated manufacturing facilities
- Three to five-star market
- Seating, Case Goods, and Outdoor Furniture
- Focused on quality and service

Position Overview

The Field Sales Representative is responsible for creating and managing relationships with Designers, Procurement Companies, Hotel Management Groups, Hotel Owners, and Hotel Brands, for contracting Procurement of Furnishings, within a given territory.

Territories Available

- New Mexico
- Northern Florida
- New England
- Southern Florida
- Tennessee
- Arizona
- Washington
- Oregon
- Las Vegas

Requirements

- Independent Self Reps
- Self-motivated, self-starter with the ability to work independently without direct supervision
- 2+ years experience in hospitality, procurement and/or hospitality furniture, lighting or similar product outside sales
- 2+ years of Interior Design hospitality product specifications, space planning and design experience is acceptable for this position
- Ability to travel
- Exceptional presentation, verbal and written communication skills