

Peabody Office

Partner: Peabody Office Furniture

Industry: Office Furniture Sales, Real Estate, Interior Design

Location: Boston, MA or Washington, DC

Dates: Flexible

COMPANY OVERVIEW:

Peabody Office is the longest standing corporate furniture dealership in New England and a 4th generation family business. With our industry-unique “Best-In-Class” model, we offer our customers real choices and tailored workspace solutions that truly align with their functional and aesthetic aspirations. As a young, dynamic and collaborative group, we seek to invigorate our community with our green initiatives, charity endeavors and educational platform.

JOB DESCRIPTION:

The role of the Workplace Consultant (WC) is to create, enhance and sustain beneficial relationships with key decision-makers from end users, GC's, Project Management firms, Brokers, and Architecture and Design firms. The WC will lead the coordinated actions required to move decision makers and specifiers to push Peabody Office products leading to secured product orders.

DESIRED SKILLS/QUALIFICATIONS:

- Learn Peabody Office products and become familiar with the resources that our manufacturer – partners have available for business pursuits.
- Identify key personnel at target companies, secure contact information and pitch our products and services
- Develop and implement annual business plan to achieve sales goals in geographic and vertical markets.
- Convert proposed opportunities into product and service orders within corporate and institutional markets.
- Provide responsive communication and service to client contacts with the goal of building relationships which lead to ongoing sales opportunities with each account.
- Gain appointments with new and existing contacts that hold promise for product and service sales.
- Leverage the experienced internal support group at Peabody Office to achieve full satisfaction in management of all accounts.
- Learn the internal operational requirements of Peabody Office to become proficient at specification, product pricing and order entry activities.
- Attend industry events with the purpose of establishing new contacts and improving existing relationships
- Attend and participate in regularly scheduled sales meetings
- Derive new market information and qualifying it into actionable information which can be converted to sales
- Establish a baseline of knowledge about Peabody's general product offering and history to allow confidence in client interactions.