

Since 1993, American Interiors has continued to be proven experts at creating interior environments that inspire the places we work, learn, heal and play. We provide products, services and workplace transformation consulting across our markets of Cleveland, Detroit, Toledo and beyond. With today's growing and multi-faceted company, American Interiors has remained true to their roots - working closely with its clients to develop long lasting partnerships.

Job Title:	Commercial Real Estate Business Development		
Position Type:	Full-time	Location:	Detroit, MI
Reports to:	Senior Vice President of Sales	Contact:	Rick Essig ressig@aminteriors.com

Applications will be accepted through email. Please include contact information and professional references.

We are looking for an ambitious and energetic Commercial Real Estate professional who is responsible for driving sustainable financial growth through boosting sales and forging strong relationships with clients.

Roles & Responsibilities:

- Develop a growth strategy focused both on company financial gain and customer satisfaction
- Conduct research to identify new markets, opportunities and customer needs
- Arrange business meetings with prospective clients
- Promote the company's services and design solutions addressing or predicting clients' objectives
- Keep records of sales, revenue and invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Contribute to developing and mentoring staff into valuable salespeople and brand ambassadors

Qualifications and Education Requirements:

- Excellent interpersonal skills and customer service to manage and ensure the client experience is positive and valuable
- Must be self-motivated with entrepreneurial spirit (passion for winning and drive to seek out new business daily)
- Ability to build rapport
- Time management and planning skills
- Aptitude with technology (MS Office, Office 365 and CRM software)
- B.S. in Business, Business Administration, Marketing or Sales

Benefits Package:

American Interiors offers a comprehensive competitive benefits package that consists of: health plan, dental plan, vision plan, 401k plan with a safe harbor, life insurance, cell phone, laptop, paid vacation, car allowance, and expense credit card.

We treat our employees: as we would treat our clients with trust, collaboration and passion.

