

# CREATIVE

## New Business Development Sales - Creative Office Environments, Chesapeake, Virginia Area

***Seeking a dynamic sales professional that brings energy, enthusiasm and drive to our New Business Development efforts.***

### **About us:**

*When technology and environment are developed together, they influence each other and lead to solutions that motivate, inspire, and stimulate innovation. Utilizing developed expertise in business furnishing, collaborative technology, flooring and wall systems, Creative brings a unique approach to integrating Workplace Interiors and Technology to achieve business results.*

### **The role:**

*This position's primary role is to hunt and develop new customers by providing quick response to customer needs with cost-effective furniture, architectural products, audio visual, flooring, and related service solutions. Responsible for prospecting for sales opportunities in a variety of client networks (e.g., medical facilities, government, business & industry, community colleges, and universities) in our Chesapeake, VA location. An additional role is to increase sales/gross profit to existing accounts with an emphasis on key product and service initiatives.*

### *Success will be driven by:*

- *Experience in business to business outside sales*
- *The experience and ability to network, open doors and develop new relationships within the business community*
- *Have the patience and tenacity to cold call by phone or in person*
- *Currently belong to networking groups and willing/ able to establish new leads groups relative to our industry*
- *Effectively interact with "C-level" customer executives*
- *Sharp verbal and written communication skills, including a knack for listening to customer concerns*
- *Team player Excellent communication, presentation, mathematical skills*

### *Other pertinent requirements:*

- *Bachelor's degree or equivalent desired*
- *Well developed technology capabilities including the ability to learn to use new technology quickly (we use MS Office 365, Outlook, Excel, Word, Power Point, and Teams). CRM*

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*experience is also helpful as the sales candidate will be tracking opportunities and forecasting in CRM.*

- *Excellent organizational skills*
- *The drive to succeed*

*Creative offers competitive base salaries, a generous commission plan with unlimited earnings potential, comprehensive benefits packages, career advancement opportunities and a unique working environment.*

***EEO/AA/VEVRAA Employer***

*Please apply at our website at <https://www.creative-va.com/careers/>*