



**FURNITURE ATELIER**  
*Custom Seating & Casegoods*

## **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**

- Canada
- New York
- Seattle
- Oregon
- Tennessee
- Mississippi
- Alabama
- Arkansas
- New Mexico
- Arizona

### **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