



## SR/A INTERIOR DESIGN

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## Business Development Manager

SR/A Interior Design, a full-service commercial interior design firm specializing in multifamily residential projects, seeks a business development professional to grow our relationships and reach sales goals in new markets.

As the company celebrates its 20<sup>th</sup> anniversary this year, we desire to bring our boutique approach to design to complementary industries outside our trademark multifamily projects. These targeted markets include New Home Developments, Senior Living, Hospitality (B+Bs, Small Hotels, etc.) and Leisure Amenities (Country Clubs, Reception Venues, etc.). We need a seasoned business development professional to build relationships, and ultimately sales contracts, in these areas.

### Qualifications of a Successful Candidate:

- Working knowledge of the interior design/architecture industry
- Experience selling design, architecture or construction services
- Proven ability to meet sales goals
- Experience in one or more of our targeted markets – New Home Developments, Senior Living, Hospitality (B+Bs, Small Hotels, etc.) and Leisure Amenities (Country Clubs, Reception Venues, etc.),

### Responsibilities include:

- Building long-term relationships with prospective clients
- Creation and implementation of sales strategy, with measurable milestones
- Implementation and management of CRM system
- Collaborate with other team members on marketing collateral
- Assist in project contract preparation

SR/A is experienced with both new construction and renovation projects. We are a small, but well-established design firm in the local multifamily industry, poised for growth. SR/A embraces a majority-remote hybrid work environment.