



SENIOR ACCOUNT MANAGER

Greater Los Angeles Area

As a Senior Account Manager for Unisource Solutions, you will work with large clients on larger-scale, high-visibility projects from inception to completion and also be responsible for growing business within assigned accounts.

RESPONSIBILITIES:

- Oversees our larger accounts (i.e. those that are \$1M or more)
- Provides strategic solutions for existing clients and future accounts.
- Serves as the Workplace Strategist for assigned customers.
- Regularly attends industry networking events and activities to seek out new accounts and clientele.
- Continually undergo product training and industry training in order to keep clients updated about furniture and industry trends and new product options.
- Maximizes visitation to the Haworth showroom to learn about new products and meet with clientele.
- Builds and maintains positive and collaborative relationships with Haworth.
- Responds promptly to client requests for information, proposals, and orders.
- Consults with clients and designers to find and tailor solutions based on a client's needs and budget.
- Responsible for specifying furniture.
- Oversees the sales order process.
- Oversees the project and work order process from inception to completion.
- Collaborates with the customer service team, design team, and other teams as needed to ensure that client projects are delivered successfully, on time, and within budget.
- Performs other duties as assigned.

QUALIFICATIONS AND SKILLS:

- Bachelor's degree preferred
- Design background a plus
- At least five (5) years of furniture or related industry experience preferred
- Ability to work well under tight deadlines
- Ability to work in fast-paced environment and manage 10-20 projects simultaneously
- Ability to work well independently
- Self-motivated
- Detail-oriented
- Excellent communication and interpersonal skills
- Outstanding problem-solving skills
- Demonstrated ability to build, grow, and maintain positive client relationships
- Knowledge of Haworth furniture products a plus
- WELL or LEED certification preferred
- Completion of Haworth Sales or Design program preferred



UNISOURCE SOLUTIONS

Please visit our Careers page at www.unisourceit.com to submit your resume.

**We will consider for employment all qualified Applicants, including those with Criminal Histories, in a manner consistent with the requirements of applicable state and local laws, including the City of Los Angeles Fair Chance Initiative for Hiring Ordinance.*