



## Architectural Sales Representative

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Location: Los Angeles, CA

### About Arcadia Inc.:

Arcadia Inc. is a leading single source supplier of architectural building products, including storefront, entrances, curtain wall, windows, and interior framing. Arcadia's architectural business development team maintains products that comply with Living Building Challenge (LBC), International Living Future Institute, Environmental Product Declarations (EPD), and the Leadership in Energy and Environmental Design (LEED) for Core and Shell Rating System. Arcadia also supports Building Information Modeling (BIM) by providing BIM models such as AUTOCAD and REVIT of Arcadia products for building design and construction teams.

Arcadia Inc.'s passion and innovation developed in 1930 to provide the architectural community a source to assist the preparation of both clearer drawings and project specifications. The type of knowledge, experience, and passion that Arcadia Inc. embodies serves as the framework for their commitment and service to the design community. We proudly support the Architectural Institute of Architects (AIA), National Organization of Minority Architects (NOMA), and Construction Specification Institute (CSI). Supporting, participating, and engaging within these organizations solidifies Arcadia's position within the market and has been a major factor in Arcadia's success.

It is Arcadia Inc.'s goal to establish a strong presence within the glazing sub-contract and architectural community to expand market position. This is why we are highly interested in filling this position with someone that truly appreciates and supports the design process, understands both the design professional and glazing sub-contractor, and their environment. Arcadia Inc. believes that a pro-active sales professional is a true champion of action. With that, identifying "windows" of opportunity to get Arcadia Inc. products selected and specified are the key elements of Arcadia Inc.'s success.

#### Job Description:

- Establish and build relationships by calling on architectural design firm and contractors
- Achieve sales goals through developing industry relationships and strong closing skills
- Contribute to team effort by delivering projects to the sales team
- Maintain and expand already existing customer base
- Design sales presentations appropriate for decision makers
- Organize and schedule product and design service presentations to the trade and trade organizations
- Be a member and participate in local chapter meetings and events in Architectural Institute of Architects (AIA), National Organization of Minority Architects (NOMA), and Construction Specification Institute (CSI)
- Provide management with action plan, activity, and results report
- Sell products through creative design and provide product knowledge and application assistance

#### Job Requirements:

- Extensive measurable experience prospecting and calling architectural design firms and contractors
- Successful relationship building
- Resourceful problem solver
- Creative
- Proficient in MS Office
- Excellent verbal and written communication skills
- Result oriented with strong work ethic

#### Compensation:

##### Competitive Salary

Company Vehicle provided, 401K, Health Care, dental and vision benefits, AIA, NOMA and CSI membership provided for, Company laptop, and reimbursed business-related expenses

#### Contact:

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