

DIRECTOR OF BUSINESS DEVELOPMENT

Department: Sales/Marketing

Reports To: Katie Divine – VP of Business Development

FLSA Status: Exempt

JOB SUMMARY

Come join our fun-loving, laidback company!

You're looking for a change and we can't wait to meet you! We are an energetic & hip workplace looking for the perfect culture fit to join our sales team. We're looking for a highly driven and motivated individual ready to hit the ground running.

Mitsch Design is a full-service interior design and architecture firm of outside the box thinkers. We can help our clients stand out from the competition with distinctive spaces that deliver memorable experiences and bring their brands to life.

For over 30 years, Mitsch Design has been an innovator. Never afraid to challenge the norm or disrupt the industry to help our clients achieve success.

We are looking for a Director of Business Development to add to our growth.

If you have an innovative personality and are ready to have freedom in sales, then you will be excited to know that we are a creative & compassionate group of people. We are looking for a highly effective salesperson that fits our culture.

TO BE CONSIDERED

- You must have a track record of building strong, productive customer relationships which drive repeat business and position the company for right of refusal.
- You must have keen senses about what you observe in the marketplace, be able to problem solve and navigate through those trends, and able to communicate market information and trends to an operations team.
- You must be able to hunt, find, qualify, and sell in a complex environment.
- You just be goal oriented and committed to achieving goals that you set for yourself. You must be a self-starter and motivated to achieve your objectives.
- You just be a team player; able to communicate and problem solve with a team.
- You must be able to operate with the highest level of integrity.

- You must be someone who can work independently and manage yourself while participating in a team environment.
- You must have the ability to balance and prioritize multiple projects and priorities. Able to focus on the best opportunities.
- You must be willing to travel when needed (20%).
- You must be able to demonstrate that you have excellent organization, communication, and presentation skills

SKILLS, KNOWLEDGE, EXPERIENCE

Architectural and Design industry experience is a must have. Considerations will be made for those who have strong selling skills.

At Mitsch Design we create spaces that EMPOWER and TRANSFORM people through the environments they interact with. Founded by Jeryl Mitsch in 1989, this **Certified Women-Owned Business** has completed award-winning projects locally, regionally, and nationally. Areas of expertise include Multi-Family, Corporate, and Senior Living. The firm invests in state-of-the-art technologies to enhance Client interaction and total project solutions. The Mitsch Design team consists of experienced NCIDQ designers, licensed architects, furniture designers, and logistics specialists. We are large enough to handle projects of virtually any scope and offer a broad range of solutions across the country.

BENEFITS

- Medical, dental, vision, life and disability insurance
- Retirement savings plan 401(k) with contribution percentage match
- Paid vacation & professional days
- Leadership and employee development
- Flexible schedule
- Parental leave
- Fun and creative environment

PHYSICAL SETTING:

- Office/Hybrid

SCHEDULE:

- Monday to Friday

PAY TYPES:

- Base, plus commissions
- Bonus pays

WORK LOCATION:

Headquarters – 200 S. Rangeline Road, Suite 226, Carmel, IN

Atlanta Office – 800 Battery Avenue Southeast, Suite 100, Atlanta, GA