



Metals + Architectural Products
a subsidiary of Armstrong World Industries

Job Title: Independent Sales Associate – Móz Designs, Subsidiary of Armstrong World Industries

Job Summary: We are seeking a highly motivated Independent Sales Associate to join our team. The ideal candidate will be responsible for generating new business and maintaining existing relationships with clients. The Independent Sales Associate will work closely with the sales team to develop and implement sales strategies that will drive revenue growth.

Responsibilities:

- Identify and develop new business opportunities through A+D presentations, networking, and other sales techniques
- Build and maintain strong relationships with clients to ensure customer satisfaction and repeat business
- Collaborate with the sales team to develop and implement sales strategies that align with company goals
- Provide exceptional customer service and support to clients throughout the sales process
- Meet or exceed sales targets and goals on a regular basis
- Stay up-to-date with industry trends and developments to ensure a competitive edge
- Utilize Companies CRM software to submit quote requests, update projects and leads

Requirements:

- Proven consultative sales experience with premier A+D firms
- Excellent communication and interpersonal skills
- Strong organizational and time management skills
- Ability to work independently and as part of a team
- Proficiency in Microsoft Office and CRM software
- Ability to read plans, specification documents and finish schedules

Educational Requirements: Bachelor's degree in business, marketing, or a related field is preferred

Working Conditions: This is a remote position with flexible working hours. The Independent Sales Associate will be required to travel occasionally for client meetings and industry events.

Salary: Commission-based

Benefits: As an Independent Sales Associate, you will have the opportunity to earn unlimited income based on your sales performance. You will also have access to training and support from our sales team to help you succeed in your role.

Submit your resume to info@mozdesigns.com with 'Independent Rep' in the subject line.

About Móz Designs

Metals + Architectural Products

Móz designs and fabricates architectural metal sheets, columns, ceilings, walls, and dividers in San Francisco, CA. Using a unique balance of color, texture, and grain, Móz redefines metal surfacing materials to create architectural metal products for commercial, hospitality, workplace, transportation, entertainment, and retail markets, from large-scale exterior installations to easy-to-assemble products and surface applications. Móz's innovative products, solutions, and dedication to customer service help architects and contractors deliver projects on time and within budget. The Móz business, a wholly-owned subsidiary of Armstrong World Industries since August 2020, operates independently but collaboratively with AWI. Visit mozdesigns.com for more information or follow us on [Instagram](#), [Facebook](#), and [LinkedIn](#).