



Specifications Territory Manager

Formations Inc Canada • Winnipeg, Manitoba, Canada (On-site)

As a **A&D Specifications Territory Manager**, your primary responsibility is to build and maintain relationships with Architects, Designers and Developers. The ideal candidate is self-starter who works effectively both independently and within a team-based environment. A large part of this role is working closely with the Sales team to track projects and ensure specs are held from design phase through the construction and tender process.

Please note: this role requires local and regional travel for most of the time.

Essential Functions (Fundamental job duties):

- Identify and target new business including new clients, opportunities, partnerships, etc.
- Present products and product features/benefits to Architects, Designers, Developers, and General Contractors
- **Networking** - Represent Formations at relevant industry trade shows and networking events and Participation in industry associations
- Build and deliver targeted presentations to the A&D community.
- Attend project tracking meetings with the Sales team to track, identify and maintain sales strategies, etc.

Key Performance Indicators:

- Project Management: Track project specifications and follow through to construction, tender and bid process
- Client Product Presentations: Delivery unique and memorable product presentations in the form CEU's, Lunch & Learns and PKs
- Acquire and retain specifications: Collaborate with the sales team to see specifications to fruition and document project value.

Qualifications and Abilities:

- Minimum of 2 years of sales and/or industry related experience interacting with Architects & Designers is required.
- Strong presentation skills are a must.
- Post-secondary education in Interior design is considered an asset.
- Ability to conceptualize visuals based on requirements.
- Solid computer skills are required to create and deliver product presentations.
- Experience and involvement in the design community is highly desirable.
- Highly organized with strong analytical and problem-solving skills.
- Able to work under pressure to achieve monthly and annual goals.
- Self-motivated and driven to continuously improve and add value to the organization.
- Excellent English communication skills (written and verbal).
- Positive attitude and ability work independently and as integral part of a team environment.
- Ability to be a hunter and grow/maintain current accounts.

At Formations, we are driven by a shared purpose: *Building a business that provides exceptional customer experience and inspires design.*

What does Formations believe in?

- 1) Respect- Respect for all teammates, customers, vendors & all other stakeholders
- 2) Accountability- Accountable to the team and holding others accountable
- 3) Team- Unified team working together to achieve the goals of the Company
- 4) Communication- Open, unbiased and honest communication
- 5) Innovation- Continuous improvement on all aspects of our business