

SALES LEAD, Architecture and Design

Zahner is an internationally acclaimed engineering and fabrication company best known for the use of metal in the world of art and architecture. Headquartered in Kansas City, Missouri, for over 125 years Zahner employs nearly two-hundred craftsmen, engineers, and support professionals in its offices and two manufacturing facilities in Kansas City, Missouri, and Dallas, Texas.

We are searching for a dynamic Sales Lead in our Kansas City office to provide customer guidance, and to coordinate and execute sales for Zahner's Image Wall product. The ideal candidate will have experience working with construction related customers, developing, and maintaining customer contacts/relationships, and promoting products and services. The position requires frequent contact with Customers, Design Team, General Contracting and Subcontractor firms within the AEC industry.

Zahner offers a friendly work environment where one person can make a difference along with an attractive compensation package and excellent benefits package with a matching 401k plan. If you are interested in working where the worlds of art, architecture and manufacturing intersect then we want to hear from you.

Primary responsibilities:

- Management of Image Wall leads, opportunities, and communication with client
- Management of contacts, accounts, and leads into *Microsoft Dynamics* CRM software
- Communicate and work with design and engineering teams on potential and active projects

Qualifications

- Degree and/or experience in AEC related field.
- Knowledge of construction prints BIM system modeling.