



## Custom Cabinetry Design/Sales, Sr. Solutioneer

We are a cabinet manufacturer turning convention on its head, using advances in technology to provide a custom experience on a production scale. Our unique approach to an antiquated market is working. Builders, architects, designers and homeowners all identify strongly with the value we offer, but even superior products don't sell themselves. We need someone who can articulate our advantages and turn prospects into customers. The Abodian value proposition is vast and you'll have all the tools you need to meet every prospect's unique requirement while earning a great income; Oh, and while having a good time too.

You've already got a strong track record designing storage solutions for the residential homeowner, contractor, interior designer and speculative builder. You have a knack for solving problems and adding value to the sales process in unique ways. Follow through and attention to detail is second nature. Perhaps you seek a product to better align your skills with. One that has superior quality, a wider range of styles, materials and finishes, more flexibility in meeting the customer's requirements...all supported by the strongest value proposition in the business. If you identify with this description and possess the traits listed below, we want you on the team.

- Relentless customer-centric ethos
- Certified Kitchen Designer (CKD) strongly preferred
- 5 years Kitchen and Bath design experience required
- 20/20 or similar cabinetry design software proficiency required, Cabinet Vision experience strongly preferred
- Ability to independently manage your time, competing priorities, and customer expectations
- Demonstrated ability to develop and maintain a reliable sales pipeline
- Experience managing multiple projects through their entire life cycle (i.e. estimate request, design, field measure, delivery and follow-up)
- Comfortable with Microsoft Office suite of tools (Outlook, Word, Excel)

Abodian is expanding fast. This is an opportunity to grow in an environment that supports, encourages and stimulates creativity and performance. We are a forward-thinking, creative, innovative, hardworking and collaborative bunch of folks taking the old school by surprise.

We offer competitive compensation including a comprehensive benefits package. We're hiring now, so get us your cover letter and CV quickly to [employment@abodian.com](mailto:employment@abodian.com). You're likely already employed, so not to worry, confidentiality is ensured. Principals only, no recruiters please.