



PROFILE OF INNOVATION

Job Description:

Title: Architectural and Design Manager – Toronto and Eastern On

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Position Description:

Reporting to the National Architectural Manager for Canada, the Architectural and Design Manager will ensure that Schluter Systems products are specified and that we as a company become a key resource for information, education, and solutions for the Architectural & Design Community. Increased sales through specifications will establish a solid base of residual income for the company. In addition, the high quality of Schluter Systems products and services will establish in roads for additional and future project.

Primary Responsibilities:

- Library updates: This is the service that we provide to help update and maintain libraries of architects or interior designers.
- Architectural and design education (Lunch and Learns): In person AIA/CEU, and product specific presentations. These can be held at an architectural or design office or held at a separate location such as a dinner presentation or industry event.
- Specification generation: the task of assisting specification writers, architects, interior designers, and mechanical engineers to include Schluter systems products into project specifications or master specifications.
- Product recommendations: Working with architects and interior designers to provide recommendations for design concerns.
- Customer support: Providing customer support and aiding the Commercial Manager with product questions and point of sale options for commercial tile installers and general contractors
- Specification review: Review specification writers, architects or interior designers existing specifications and assist with recommendations for updates.
- National accounts: Work closely with national accounts to build relationships that allow us to increase sales and forecast market trends or potential issues that may arise.
- Trade shows: Attend Commercial and Architectural trade shows to increase relationships with architects, interior designers, national accounts, commercial tile contractors and industry partners.
- Project tracking: Track large projects and national accounts from specification through installation.





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- Distributor training: Provide architecturally focused education for distributor architectural and design sales teams
- Job-site meetings: Visiting Job-site's pre installation and post installation to assist installers and architect to achieve the desired finished product and prevent issues that may occur.
- Industry associations and committee involvement: Participating in Industry associations and committees to further relationships with manufacturers while promoting Schluter Systems views and products.
- AIA and Commercial presentation development: Continuing to create and update our presentations in conjunction with the Education Manager to include the latest Schluter Systems products and best reflect the current state of installation and future developments within the building community.
- Residential Architectural and Design Firms: Provide Education and support to Residential architects and interior designers.
- Keep the National Architectural Manager updated on a regular basis..

Qualifications and competencies

Qualifications

- Bachelor's degree in commerce or management or related field experience
- Architectural and Design sales experience with knowledge of tile installation procedures and materials and/or other related technical sales
- Familiarity with the company products, territories, markets, and clients

Competencies

- Excellent verbal and written communication skills
- Demonstrates strong leadership skills
- Time and territory management skills
- Proven problem-solving abilities
- Demonstrates he ability to manage multiple priorities and projects simultaneously
- Ability to travel up to 80 percent of the time meeting customers and remaining time for planning, preparation, and training
- Ability to drive a company vehicle and a driving record background check (including moving violations, accidents, licence suspension, etc) to be insurable with company's insurer without surcharges, or other additional charges
 - a. Company owned vehicles may only be operated by authorized employees' and for business purposes only
- Willingness to always comply with all company policies and procedures





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- Willingness to attend appropriate educational workshops

About Schluter Systems Canada

Schluter®-Systems is a family-owned and internationally renowned company that has been rapidly growing over the last 10 years. The Schluter brand is backed by a team of people working together to create a line of innovative products that provide solutions to the tile industry. We're looking to build our team with individuals who like to think BIG, and want to be part of what makes our products--extraordinary. We are a company that treats its employees, suppliers, and customers as long-term partners. Where success is built on a win-win philosophy and everyone should benefit.

"Profit is not the goal of the business. Profit is the consequence of a job well done"..... Werner Schluter, Founder

Are you interested in a truly unique and special company? Hear from our employees on what it means to be part of the Schluter family: <http://www.schluter.com/careers> . Then if you're ready to see life in Orange, talk to us about this career opportunity at Schluter®-Systems.

