

## Director of Business Development

Mitsch Design is a leading commercial interior design, architectural firm and full line furniture dealership, known for innovative thinking and expert implementation of design. **We are hiring a Director of Business Development for our Carmel, Indiana (Indianapolis) office.**

The Director of Business Development will be a highly driven and effective salesperson, committed to furthering the growth of our business and exceeding the expectations of our clients. Mitsch Design is a fun, energetic and creative workplace and we are looking for a motivated salesperson who fits our culture and is ready to hit the ground running.

If you are passionate about building successful client relationships, skilled at creatively identifying sales opportunities and enjoy working with a collaborative, motivated and FUN group, you could be just the person we're looking for.

### **TO BE CONSIDERED, YOU MUST**

- Have a track record of building strong, productive customer relationships which drive repeat business and position the company for right of refusal.
- Have keen senses about what you observe in the marketplace, be able to problem solve and navigate through those trends, and able to communicate market information and trends to an operations team.
- Be able to hunt, find, qualify, and sell in a complex environment.
- Be goal-oriented and committed to achieving goals that you set for yourself. You must be a self-starter and motivated to achieve your objectives.
- Be a team player; able to communicate and problem solve with a team.
- Operate with the highest level of integrity.

- Be effective at working independently and managing yourself, while participating in a team environment.
- Be skilled at balancing and prioritizing multiple projects and priorities and be committed to focusing on the best opportunities.
- Be willing to travel when needed (20%).
- Demonstrate that you have excellent organization, communication, and presentation skills.

### **SKILLS & QUALIFICATIONS**

Architectural and Design industry experience is a not a requirement but a plus! Considerations will be made for those who have strong selling skills.

### **PHYSICAL REQUIREMENTS**

- Prolonged periods sitting at a desk and working on a computer
- Must be able to lift up to 15 pounds at times

**Department:** Sales/Marketing

**Reports to:** Katie Divine, VP Business Development

**Job Type:** Full-time

**FLSA Status:** Exempt

**Salary:** \$85,000-\$100,00 per year, plus commission

**Schedule:** Monday to Friday

**Benefits:**

- Medical, dental, vision, life and disability insurance
- Retirement savings plan 401(k) with contribution percentage match
- Paid vacation and professional days
- Leadership and employee development
- Flexible schedule
- Parental leave
- Fun and creative environment

**Ability to commute/relocate:** Hybrid position; must be able to reliably commute or planning to relocate to Carmel, IN 46032 before starting work.

**About Mitsch Design:**

At Mitsch Design, we create spaces that ELEVATE and TRANSFORM people through the environments they interact with. Founded by Jeryl Mitsch in 1990, this Certified Women-Owned Business has completed award-winning projects locally, regionally and nationally. Areas of experience include multifamily, corporate and senior living. The firm invests in state-of-the-art technologies to enhance client interaction and total project solutions. The Mitsch Design team consists of experienced NCIDQ designers, licensed architects, furniture designers and logistics specialists. We are large enough to handle projects of virtually any scope and offer a broad range of solutions across the country.

**Apply via email:**

Katie Divine, VP of Business Development  
kdivine@mitschdesign.com