



## *Director of Design & Construction*

### **DIGITAL COMPONENT CONSTRUCTION**

COLUMBUS

Apply via Linked-in or send resumes to [Lindsey.Ray@falkbuilt.com](mailto:Lindsey.Ray@falkbuilt.com)

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Falkbuilt by American Interiors approach to interior construction—Digital Component Construction—combines proven construction methods with next-gen technology to build beautiful, high-performing and cost-effective environments. We're looking for talented people to join our hardworking, customer-focused and ridiculously passionate team of Farkers.

We're searching for innovative, client-focused folks to add value, bring solutions and push limits of performance. The perfect Farker embraces technology, truly believes the construction industry can be better and is excited about helping make it happen with Digital Component Construction. **Think you have what we're looking for?**

### *Director of Design & Construction*

The Director of Design & Construction is wholly responsible for the operation and success of their Falkbuilt Branch. They are entrepreneurial, comfortable in a corporate environment and will do what it takes to achieve business objectives. The Director of Design & Construction is Falkbuilt by American Interiors main face in the local market and, as such, initiates and maintains positive relationships with the local architectural and design community, general contractors, end users and other stakeholders. You will implement Falkbuilt by American Interiors business practices and policies in your territory and identify potential sales opportunities. You inspire the team, hold them to a high level of expectation and lead the charge in serving and delighting our clients.

#### **RESPONSIBILITIES:**

- Direct all operational aspects of the Branch including distribution, customer service, administration and sales
- Develop forecasts, financial objectives and business plans to meet goals and metrics established by Falkbuilt by American Interiors
- Branch-based financial responsibilities, such as accounting, budgeting, monitor expenses and allocate funds appropriately
- Serve as Falkbuilt by American Interiors Factory Direct Rep -- build and maintain relationships with potential clients, influencers, specifiers, and contractors
- Bring out the best of your Farkers by providing training, coaching, development, and motivation. Identify areas of improvement and suggest ways to meet challenges and leverage growth
- Share your knowledge with other Branches and HQ about what works and what does not, competitive intel and potential business opportunities

#### **QUALIFICATIONS:**

- Construction industry related design & construction education and 5-10 plus years design & construction experience
- Personal qualities of integrity, credibility, and dedication to our mission of revolutionizing interior construction
- Strong sales background including knowledge of prospect qualification, lead generation, new business development, account penetration, and consultative selling, negotiation, contracts (closing the deal)
- Experience in leading a team or group of individuals with shared expectations and goals
- Adaptable and willing to embrace new technologies to help improve the design and construction process
- Articulate, passionate, and compelling presenter who builds relationships and penetrates new markets
- Revit knowledge and/or experience

### *Benefits Package:*

Falkbuilt by American Interiors offers a comprehensive competitive benefits package that consists of: health plan, dental plan, vision plan, 401k plan with a safe harbor, life insurance, cell phone stipend, laptop, and paid vacation.