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NOVEMBER 21, 2016

- 
- National's Alloy Benching
 - Momentum Receives Quality Award
 - OM's Truly. Scores a Hat-Trick

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for all the kudos!



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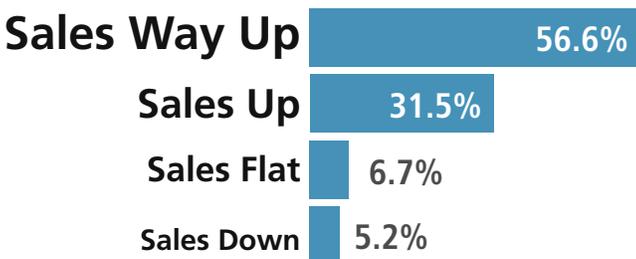
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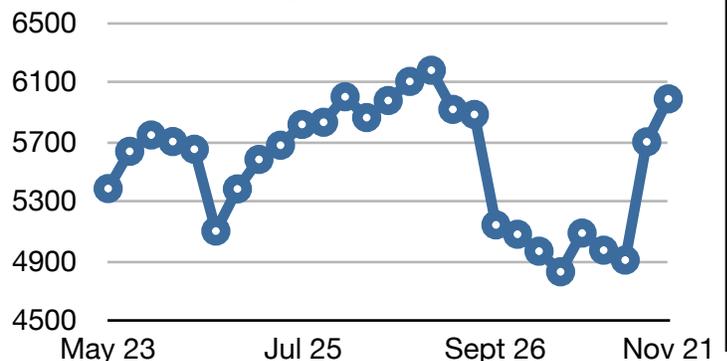
MMQB Online Poll

How will the industry react to President Trump in 2017?



MMQB Industry Index @ 5,993.75

YTD gain or loss: +22.60%
(2015 finished with a year-over-year loss of -17.34%)



Staples Q3 Sales Fall Short of Estimates

► North American Commercial sales for the third quarter of 2016 were \$2.1 billion, a decline of three percent compared to the third quarter of 2015.

Staples, Inc. has announced the results for its third quarter ended October 29, 2016. Total company sales for the third quarter of 2016 were \$5.4 billion, a decrease of four percent compared to the third quarter of 2015. On a GAAP basis, the company reported net income of \$179 million, or \$0.27 per diluted share. Third quarter 2016 results on a GAAP basis include pre-tax charges of \$57 million primarily related to impairment of intangible assets in International Operations.

Excluding the impact of the sale of the Staples Print Solutions business during the second quarter of 2016, store closures, and changes in foreign exchange rates, total company sales for the third quarter of 2016 decreased two percent compared to the third quarter of 2015. Excluding the impact of charges taken during the third quarter of 2016, the company reported non-GAAP net income of \$220 million, or \$0.34 per diluted share, versus third quarter 2015 non-GAAP net income of \$226 million, or \$0.35 per diluted share.

“During the third quarter we pivoted from planning to execution of the Staples 20/20 strategic plan while delivering results that were right in-line with our expectations,” said Shira Goodman, Staples’ Chief Execu-

tive Officer. “Staples 20/20 is a transformational change of our strategy, our mindset, and our operating model to reshape our company for sustainable long-term growth.”

Third Quarter 2016 Highlights

- Staples Business Advantage, the company’s North American contract business, experienced a sales decline of three percent compared to the third quarter of 2015 on a GAAP basis, and a sales increase of two percent after excluding a negative impact of approximately five percent due to the sale of the Staples Print Solutions business.

- Excluding pre-tax charges of \$57 million during the third quarter of 2016 and \$40 million during the third quarter of 2015, the company improved operating income rate by 22 basis points on a non-GAAP basis.

- Improved operating income rate in each of the company’s business units.

- Ended the third quarter of 2016 with \$2.2 billion in liquidity, including \$1.1 billion in cash and cash equivalents.

- Closed 16 stores during the third quarter of 2016 and 35 stores year to date in North America as part of a plan to close at least 50 stores in North America during 2016.

- Acquired Capital Office Products, an independent office products dealer that generates more than \$100 million of annual revenue early in the fourth

quarter of 2016.

- Divested the company’s retail business in the United Kingdom for nominal proceeds early in the fourth quarter of 2016.

North American Commercial sales for the third quarter of 2016 were \$2.1 billion, a decline of three percent compared to the third quarter of 2015. Sales growth was negatively impacted by approximately four percent due to the second quarter 2016 sale of the Staples Print Solutions business and also reflects growth in facilities supplies, breakroom supplies, and technology products, partially offset by declines in ink and toner and office supplies.

Staples Business Advantage sales declined three percent on a GAAP basis and increased two percent on a non-GAAP basis after excluding a negative impact of approximately five percent due to the sale of the Staples Print Solutions business.

Operating income rate increased 18 basis points to 8.1 percent compared to the third quarter of 2015. This improvement primarily reflects lower compensation expense. This was partially offset by increased supply chain costs and lower product margin rate.

North American Stores and Online sales for the third quarter of 2016 were \$2.5 billion, a decrease of four percent compared to the third quarter of 2015. Store closures negatively impacted

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third quarter 2016 sales growth by approximately one percent. Comparable sales, which combines comparable store sales and Staples.com sales growth excluding the impact of changes in foreign exchange rates, decreased three percent versus the prior year. Sales declines in ink and toner, business machines, technology accessories and mobility were partially offset by growth in computers and facilities supplies. Comparable store sales decreased four percent, primarily reflecting a decline in customer traffic versus the prior year. Staples.com sales declined one percent compared to the third quarter of 2015.

Operating income rate increased 7 basis points to 7.8 percent compared to the third quarter of 2015. This primarily reflects improved product margin rate in stores and online. This was partially offset by the negative impact of lower sales on fixed expenses in stores and online.

International Operations sales for the third quarter of 2016 were \$749 million, a decrease of seven percent in U.S. dollars or five percent on a local currency basis compared to the third quarter of 2015. This was primarily driven by sales declines in Europe, partially offset by double-digit growth in China.

Operating income rate for International Operations improved 76 basis points to an operating profit of 0.7 percent compared to the third quarter of 2015. This primarily reflects improved profitability in Europe.

Outlook

For the fourth quarter of 2016, the company expects sales to decrease versus the fourth quarter of 2015. The company expects to achieve fully diluted non-GAAP earnings per share in the range of \$0.23 to \$0.26 for the fourth quarter of 2016. The company's earnings guidance excludes potential charges related to the company's strategic plans, including restructuring and related initiatives as well as the ongoing exploration of strategic alternatives for the company's European operations. For the full year 2016, the company has increased its free cash flow guidance from approximately \$600 million to approximately \$700 million excluding the after-tax impact to operating cash flow of approximately \$340 million of charges associated with financing for the proposed acquisition of Office Depot and costs associated with the termination of the Office Depot merger agreement. The company plans to close at least 50 stores in North America in 2016.

ASID 3rd Quarter Interior Design Billings Index Shows Positive Momentum for Design Industry

► **Third quarter showed positive momentum for design industry.**

September's ASID Interior Design Billings Index (IDBI) value slipped to a score 54.0 from June's score of 55.9 but remains in expansionary territory. The

September index is stronger than its three-month moving average of 52.5, indicating positive momentum and favorable business conditions. Scores above 50 indicate expansion, while scores below 50 indicate industry contraction. The last IDBI score below 50 was recorded in December 2015. The new project inquiry rate increased to a score of 59.2, slightly above its June score of 58.2.

Demand for interior design services increases for all size cohorts.

Design firms of all sizes enjoyed a positive billings upturn in the third quarter.

Interior design firms in the South lead billings growth, while firms in the Midwest and Northeast rebound.

Interior design firms in the South, Midwest, and Northeast ended the third quarter on good footing. Firms in the South continued a string of positive growth while firms in the Midwest and Northeast rebounded nearly eight points during the same three-month period. Design firms in the West reported declining billings (IDBI scores of under 50) in the third quarter as the IDBI score dropped 14 points.

Billing results are positive across all market specializations.

Design firms specializing in single-family and multifamily residential sectors have lost some momentum from their high IDBI scores in February and March, recording scores of 55 and 50 for September. Commercial sector interior design firms have re-



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bounded from the disappointing business conditions of the winter months and now report three-month moving average IDBIs of 54 (Commercial) and 53 (Institutional).

Six Month Outlook – Stronger Business Conditions Expected.

The design industry continues to expect favorable future outcomes. The six-month business conditions index score of 59 for September edged higher than the score of 57 reported for June. The consistency of these scores (above 50) over twelve months supports continued expansion for the design industry.

The labor market continues to improve at a slightly slower pace.

U.S. payroll employment rose by 156,000 in September. The employment expansion is now in its seventh year and consequently, job gains have moderated compared with the last two years. The unemployment rate edged higher to five percent as more workers stepped into the labor force. Architectural services job growth tapered in the first seven months of the year compared to the same period a year ago. Interior design job growth in 2016 shows four of the eight months with year over year decreases in individual employment.

Construction spending softened mid-year.

Total construction spending pulled back in the summer months. The slump in spending momentum was evident in residential, nonresidential, and public spending.

According to Jack Kleinhenz,

ASID economist:

The U.S. economy, with its 2.9 percent increase in economic activity during the third quarter, appears to have pulled out of the weak cycle of growth that began in late 2015 and continued through the second quarter of 2016. The economy is expected to build momentum in the consumer and housing sectors. This turnaround is good news and a key factor that supports the positive outlook reported by ASID panelists.

Momentum Group, a 2016 recipient of the Malcolm Baldrige National Quality Award

► **Momentum has been invested in continuous improvement since 1991.**

U.S. Commerce Secretary Penny Pritzker named Momentum Group a 2016 recipient of the Malcolm Baldrige National Quality Award, the nation's highest Presidential honor for performance excellence. Momentum is recognized for its outstanding commitment to sustainable excellence through innovation, improvement and visionary leadership. The Commerce Department's National Institute of Standards and Technology (NIST) manages the Baldrige Award in cooperation with the private sector. Award applicants are evaluated rigorously by members of an independent board of examiners in seven areas defined by the 2015-2016 Baldrige Criteria for Performance Excellence:

leadership; strategy; customers; measurement, analysis and knowledge management; workforce; operations; and results.

The Malcolm Baldrige National Quality Award (MBNQA) recognizes U.S. organizations in the business, healthcare, education and nonprofit sectors. The Baldrige Award is the only formal recognition of performance excellence of both public and private U.S. organizations given by the President of the United States.

The MBNQA was established by the Malcolm Baldrige National Quality Improvement Act of 1987. The award was named for Malcolm Baldrige who served as United States Secretary of Commerce during the Reagan administration, from 1981 until Baldrige's death in 1987. Ronald Reagan said, "The economic liberty and strong competition that are indispensable to economic progress were principles that "Mac" Baldrige stressed." During his tenure, Baldrige was an advocate of quality management as a key to U.S. prosperity and sustainability. He played a major role in developing and carrying out administration trade policy. His award-winning managerial excellence contributed to long-term improvement in economy, efficiency and effectiveness in government.

Today, the Baldrige Program is dedicated to help organizations achieve best-in-class levels of performance, identify and recognize role-model organizations and to identify and share best management practices, prin-

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ciples and strategies. To date, more than 1,600 U.S. organizations have applied for the Baldrige Award, and there are more than 30 independent Baldrige-based state and regional award programs covering nearly all 50 states. Internationally, the program has served as a model for nearly 100 excellence programs. In addition, many organizations such as Momentum use the Baldrige framework for improvement and innovation strategies within their organization. “The Baldrige framework gives us a structure to improve all aspects of our business each year. This approach has been critical to our consistent positive results,” said Roger Arciniega, Chief Executive Officer.

Momentum has been invested in continuous improvement since 1991. The Baldrige Performance Excellence framework is the underpinning to the company’s journey and progression. In the 1990’s Momentum set the foundation for its Quality Process Improvement System through initiatives such as forming a quality leadership team, developing action teams for problem solving, providing all employees with quality training, benchmarking and implementing a best-in-class recognition program. During this time, Momentum applied for and won the California Award for Performance Excellence (the state Baldrige Alliance member in California) at the Bronze and Silver levels. It was during these early years that the Baldrige criteria became an inherent part of Momentum’s culture.

After winning two state awards, Momentum adapted the spirit of competition through its Internal Baldrige Award program (IBA) using the Baldrige Performance Excellence Program to develop criteria for performance evaluation. The IBA is an annual review process where all 11 workgroups (six core processes and five support processes that include all employees) submit an internal Baldrige-based application to an outside reader. Momentum has hired a national Malcolm Baldrige examiner for the past 16 years to evaluate each of these internal applications. The IBA has been the vehicle by which Momentum has been able to successfully deploy its quality process to every employee in the organization and align individual activities to Momentum’s strategic plan.

A key criterion of the IBA application is learning and innovation for which each workgroup is asked to describe learning from benchmarking, research and best practices and how they integrated this learning into their everyday work processes.

In alignment with the MBNQA, the IBA criteria are heavily focused on results. A requirement of the IBA application is to identify what process results are improved due to these benchmarking efforts. Through the IBA process, over 250 critical process measures are reviewed and compared to goal and best-in-class benchmarks. Momentum’s performance on these results was commented on by a national Malcolm Baldrige examiner who

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said, “Probably the single most important factor that indicates Momentum is a high achieving organization is their results.”

The IBA process has undoubtedly spurred employees to take innovation to the next level and continuously improve their processes. One standout innovation is the Silica family of products. Silica has won numerous awards: Best of NeoCon Gold, Nightingale Award and IIDEX. The product is a revolutionary, sustainable coated fabric alternative to vinyl that performs so well even a permanent marker can be wiped off with water. It has become Momentum’s best selling product.

“I have used Momentum’s Silica on multiple jobs here at the University of Michigan. Its cleanability performance exceeds beyond any competitors’. I even experimented with using the white Silica in a freshman resident hall community center and after two years, it still looks great!” - Kelly Comfort, Senior Designer, University of Michigan

“One of the goals for furniture fabric selections for one of the largest county hospitals in the United States was to use fabrics that were sophisticated, durable, cleanable, PVC free and had a reduced environmental impact. We selected Momentum’s “Silica” as one of the primary upholstery fabrics used on seating throughout the hospital. The product not only looks fabulous but has performed beautifully.” - Deborah Fuller, Senior Interior Designer, Beck Architecture

Another breakthrough innova-

tion in service is Momentum’s website feature, 5 Clicks. It provides a path to certainty offering fabric selections that are pre-approved by the leading furniture manufacturers, by price point and inventory levels in five quick steps. The feature is so widely used that they created one of the industry’s first apps now available for both Android and iOS users. The 5 Clicks app has become an industry standard tool for dealers and furniture manufacturers, making thousands of pre-approved fabric selections available on any smart phone any time.

“Very easy to use. This will be my ‘go-to’ C. O. M. choice.” - Hollees Goldman, BKM Total Office

“GREAT idea! 90% of the time I need to know if a fabric is approved & graded in. Makes it easier!” - Ashley Kooiman, Emmons Business Interiors

After more than two decades of continuous improvement and product refinement, Momentum applied for and received Gold in 2015 from the California Award for Performance Excellence. “It was after seeing the tangible benefits of writing a 50 page application, undergoing a week long rigorous site visit with eight examiners, and seeing how proud our employees were to be recognized at the highest state award level, that we decided to apply for the Malcolm Baldrige Award,” said Patricia Dominguez, Director of Strategic Process Improvement.

As an award recipient, Momentum Group is in good company.

Since the first Baldrige Award recipients were recognized in 1988, 106 awards have been presented. Past award recipients include Motorola, Xerox, Milliken, FedEx, IBM, Cadillac, Ritz-Carlton, AT&T, Corning, 3M, Boeing, Caterpillar, Honeywell, Nestle and Lockheed Martin.

The Malcolm Baldrige Award will be presented to the recipients at an April 2017 ceremony during the Quest for Excellence conference in Baltimore, MD.

NeoCon East 2016 Has Successful Second Run in Philly

► Overall, exhibitors and attendees had positive observations about the 2016 edition of the show.

NeoCon East drew 7,000 influential design professionals to the Pennsylvania Convention Center (PCC), November 9 & 10 on the heels of a dramatic presidential election night. For the second year in a row, the move to Philadelphia proved fruitful as the show continues to draw attendees from the Northeast corridor and beyond. The region’s top commercial interiors professionals discovered a wealth of market-ready solutions, as well as the largest concentration of products and services for Government projects available on GSA’s Schedule. The two days were headlined by inspirational and captivating keynotes led by Marc Kushner and Ayse Birsel, as well as a comprehensive, career-enriching educational program. NeoCon East attendees also ben-



efited from reciprocal resources offered by AIA Philadelphia's Design on the Delaware Conference, which was once again colocated with the show.

Julie Kohl, Vice President-Exhibitor Sales, NeoCon Shows, remarks, "NeoCon East delivered on many fronts but most importantly it connected the key players in our industry interested in expanding their knowledge and business opportunities. With thousands of new products on display from nearly 200 exhibitors it is in these connections that business happens and market share is won. These relationships are vital to our industry dynamic and for this reason NeoCon East will continue to gain momentum. We're excited to be coming back to Philadelphia in 2017!"

Day one was kicked off by an uplifting and informative keynote by visionary architect and Architizer co-founder, Marc Kushner. A recent TED

talk speaker, Kushner engaged NeoCon East attendees with a captivating exploration into how online communication has the power to revolutionize the specification process and influence the future of the A&D industry. Another highlight of the first day was the WELL Workshop presented by the International WELL Building Institute and the Delaware Valley Green Building Council. The two hour session provided an intensive introduction to the important WELL Building Standard's ideology, structure, and certification process. Wednesday was rounded out by several networking opportunities with the region's most influential associations and attendees. After a productive first day, attendees and exhibitors reported making valuable connections on the show floor at The Philadelphia Block Party, which was co-hosted by IIDA's PA/NJ/DE chapter and featured Philly treats and refreshments. Imme-

diately following the Block Party, the networking fun continued at the Design on The Delaware Kick Off Party at AIA Philadelphia's Headquarters across the street from the PCC.

Award-winning product designer and co-founder of Birsell + Seck, Ayse Birsell, set the tone for a successful day two. Taking a humanistic approach to architecture and design, she delivered a thoughtful presentation that offered attendees a look into how to "Design the Life You Love." Attendee Karen Young, LEED GA, BBLM Architects, remarked, "Ayse was incredibly charismatic in her keynote. Her exploration of how design principles can be applied to living one's best life was fascinating. I appreciate programming like that—when topics are inspirational and relatable on a personal level."

Overall, exhibitors and attendees had positive observations about the 2016 edition of the show. Karen Ostromecki, Interior Designer, IIDA, LEED GA, made the journey from Rochester, NY for the show. She commented, "I enjoy attending NeoCon East because it's a hub for collaboration and learning and a great place to network for future project opportunities. Viewing the latest products, trend identification, and inspiring conversations are key."

Exhibitors were pleased with the 14th edition of NeoCon East. Here are some of their observations:

- "I think the show traffic was high, and we had a healthy amount of client appointments."

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Most of the design firms were here again, including a nice variety of healthcare and corporate clients.” –Kevin McGregor, Vice President Sales / Mid-Atlantic Region, Tandus Centiva

- “We’ve yielded a lot of very good quality leads, including leads from end users looking for new product. It’s been a very good show for us.” –Jim Fry, Business Development Manager, Spacestor

- “Overall there was a good amount of interest that was generated. We had some top A&D firms and clients who stopped by our booth. There were a lot of people who liked seeing the different collaborative settings this year. It seems these solutions are gaining in popularity.” –Anne Sweigart, Training & Marketing Consultant, Teknion

- “We won best small booth—the 4th year winning that distinction. It’s truly an honor for us. We’re really happy as a company that NeoCon East moved to Philly, as we’re drawing a much larger customer base. The traffic to our booth is consistently good. It was an amazing show. TheMART is such a wonderful establishment to work with and they do a fantastic job. They make it easy for us to exhibit at the show.” –Noelle Novak, Director of Marketing, Bentley Mills LA

- “All in all, the show went really well. NeoCon East is a great medium to meet customers—a place where they can approach us. It’s a great opportunity to connect face to face and it yields new business. As someone new

to the industry, NeoCon East helped me better understand the landscape as a whole, and was a nice introduction to the key players.” –Joseph Boldt, Account Executive, The Mohawk Group

- “In addition to GSA, we encountered a lot of A&D, as well as big corporate end users at the show. We’re very happy with the change to Philadelphia and we think the networking opportunities are great. The social events at the show allow us to connect with local dealers as well as our out of town dealers, and the A&D community at large.” –Matt Janiak, Director of Desking, Global Furniture USA

- “The traffic was very good. A lot of good people came through and we really enjoyed the keynote speakers—they were great. We saw good specifiers. We had a lot more requests for specific information this year. The show provided good quality interest.” –Ann-Marie Snook, Vice President, ICF group-Nienkamper Furniture

- “The show has been great for us. We usually only participate in education trade shows so this brought new opportunities for us. I can’t tell you how many people I spoke to who are in the midst of projects and looking to specify something unique.” –Austin Haines, Viggi Corp

- “AIS was excited to be front and center this year at NeoCon East. It was great connecting with federal designers and buyers along with other designers and regional end users. It’s great being in Philly—it brings a new vibe. We hope the energy con-

tinues next year.” –Amy Transue, Inside Sales Strategist, AIS

- “I think the show was a success. Very good attendance and good quality people came through and we had a really good turnout from local dealers, design firms and end users. In addition to Philadelphia, we had people come from NYC, Baltimore, D.C., Boston, and New Jersey.

The nice thing about this show is that we were able to have quality conversation that you can’t get at bigger shows.” –Kathy Vonderheide, Contract Sales Manager, Jasper Group (JSI)

- “Last time IOA participated at NeoCon East was in Baltimore. The move to Philly really opened up the NY market for us. We still had the same great audience we had in Baltimore and then some more. We are so happy about the change. We’ll certainly be coming back. It’s been really fantastic. We’re a healthcare furniture company and we saw a lot of VA representation. Some of our new products were immediately picked up. And it was a great chance to introduce some of our new collections.” –Matthew Delmestri, Director of Sales / East Coast, IOA Healthcare Furniture.

Truly. Earns Widespread Recognition: Standout Design And Aesthetics Result In Numerous Industry Awards

► Ergonomic thought leaders at ErgoExpo in Las Vegas, Nevada, recognized Truly. with the 2016 Attendees' Choice Award.

OM's Truly. chair has captured the imagination of industry leaders in the A+D, healthcare, and ergonomics communities, underscoring the chair's burgeoning traction and broad-based appeal.

Ergonomic thought leaders at ErgoExpo in Las Vegas, Nevada, recognized Truly. with the 2016 Attendees' Choice Award. Regarded in the industry as a prin-

ciplined stamp of approval for ergonomic productivity solutions, the Attendees' Choice rounds out Truly.'s 2016 three-peat. The hotly admired chair hadn't even unpacked its bags from last week's Healthcare Design Expo & Conference, where it won the Nightingale Gold Award for Conference Seating, and is still basking in the glow of the A+D community's nod of approval with Interior Design magazine's annual HiP Award.

These well-rounded accolades support the proposition that Truly. is a task chair that genuinely delivers. Warm yet contemporary styling seamlessly coordinates with smoothly engineered features, and result in a chair

ideally suited for today's multi-purpose work places and work spaces. Healthcare specifiers, architects, designers and ergonomic specialists all recognized Truly.'s potential to contribute to the built environment through product design and innovation that contributes to good and healthy living.

Francisco Romero of Phidesign applied his unique background in architecture, applied math, and design to the versatile and well thought-out Truly. Its good looks reflect a growing consideration of the range of working spaces, from home offices and start-ups to contemporary and traditional corporate offices. Truly.'s engineering addresses one defining



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concept: Can a chair gracefully integrate a back height adjuster and adjustable lumbar support with multiple ergonomic options in a high-end aesthetic? Truly. responds with a resounding yes. Its exoskeleton construction centers around a strong vertical yoke that serves as a chair-spine, delivering functionality and range of motion while also providing a distinctive design flair that brings the chair together, literally.

Combining next-generation materials and well-considered design, Truly. features innovations such as its TrueFit backrest technology, a lively “technical” backrest support membrane that not only adjusts in height, but also allows for a bowable lumbar support curve that is adjusted via a patent-pending activation system. The carefully engineered polyback pattern is cut and positioned to curve, respond, and recover, while the relationship between the back height adjuster, lumbar support, and ergonomic paddles within the exoskeleton allows for a response feedback loop between the user and chair.

Design elements include a new sophisticated color palette for the contoured, perforated polyback; polished aluminum and matte black finishes; an option for an elegantly tailored upholstered backrest; a sleek new arm profile (or an easy exchange with any of OM’s more than 40+ arm choices); and a back shroud that encases and facilitates the architecture of the chair’s movement. A polished aluminum yoke

is topped by a graceful, adjustable headrest. A nameplate, used when a headrest is not specified, comes in one of six colors that provide an opportunity for self-expression. Myriad control mechanisms and a wide library of arms, casters, cylinders, and seat sizes are available. Truly. can go understated or loud, whatever the environment or personalities require. Truly. is truly a game changer in any working environment. Taken altogether, it is easy to see why Truly. is a responsive chair that you can make truly yours.

Formally launching January 2017, Truly. is flexible enough to be the go-to choice for any work, conference or executive environment.

MooreCo Completes Acquisition of VanerumStelter

► MooreCo Inc, completed its acquisition of VanerumStelter LLC.

VanerumStelter, specializing in innovative and ergonomic educational furniture, joins the MooreCo family of brands along with Balt and Best-Rite. This brand expansion allows MooreCo to provide a full product range for any learning environment, from the most traditional of needs, to the latest in STEM, STEAM, makerspaces, and other high impact environments.

“The VanerumStelter brand represents a perfect fit for MooreCo to fulfill our strategy

of offering the optimum solutions for every active learning environment. We will now be able to utilize the best of both the VanerumStelter and MooreCo distribution networks to better serve the needs of all our customers. With others in the industry exiting either for strategic or financial reasons, we have chosen to invest and to be the best at supporting all the needs of the marketplace”, said Greg Moore, CEO of MooreCo Inc.

Jim Meier, General Manager of VanerumStelter states, “Our greatest assets have always been our people and our innovative product offerings. By joining forces, we have augmented the quality of those assets. Our entire team is excited to join MooreCo to continue to support the transformation in learning today, supporting the evolution to more collaborative and interactive learning environments. The combined dealer, design, and end user networks will have many more options when specifying and making purchasing decisions to meet all client needs.”

Project management services, products, and customer service will be fully supported by the MooreCo state-of-the-art facilities, headquartered in Temple, Texas. VanerumStelter products will also be incorporated into the flagship MooreCo showroom located in Austin, Texas.

Architecture Billings Index Rebounds After Two Down Months

► **Decline in new design contracts suggests volatility in design activity to persist.**

After seeing consecutive months of contracting demand for the first time in four years, the Architecture Billings Index (ABI) saw a modest increase demand for design services. As a leading economic indicator of construction activity, the ABI reflects the approximate nine to twelve month lead time between architecture billings and construction spending. The American Institute of Architects (AIA) reported the October ABI score was 50.8, up from the mark of 48.4 in the previous month. This score reflects a slight increase in design services (any score above 50 indicates an increase in billings). The new projects inquiry index was 55.4, down sharply from a reading of 59.4 the previous month.

“There was a collective sense of uncertainty throughout the design and construction industry leading up to the presidential election,” said AIA Chief Economist, Kermit Baker, Hon. AIA, PhD. “Hopefully we’ll get a sense of what direction we will be headed once we get a clearer read on how the new administration’s policies might impact the overall economy as well as the construction industry.”

Key October ABI highlights:

- Regional averages: South (53.7), West (49.7), Northeast (47.3) Midwest (46.8)
- Sector index breakdown:

multi-family residential (51.2) commercial / industrial (49.8), mixed practice (49.5), institutional (49.1)

- Project inquiries index: 55.4
- Design contracts index: 48.7

The regional and sector categories are calculated as a 3-month moving average, whereas the national index, design contracts and inquiries are monthly numbers.

National Office Furniture Releases White Paper on Outfitting an Adaptable Workplace

► **The White Paper outlines National’s approach to their workplace transformation, with specific attention to how they increased well-being, productivity, and overall employee satisfaction.**

National Office Furniture, a unit of Kimball International, Inc., released a White Paper outlining the process of designing and outfitting their new Corporate Headquarters. National partnered with Gensler, a global research-based design firm, to develop a Pre-Occupancy Survey and a Post-Occupancy Survey to gather metrics on how employees felt in their current workplace, the criticality of various work styles, and suggestions for workplace improvement.

The White Paper outlines National’s approach to their workplace transformation, with specific attention to how they increased well-being, productivity, and overall employee satisfaction. The surveys assessed the

following factors: 1) employee perception of the company and workplace, 2) work activities and where they typically occur, 3) functionality and effectiveness of current spaces, 4) brand values and brand perception of the workplace, and 5) effectiveness of employee communication and change management during the transition to the new workplace. National used the survey results to create a high-performing yet flexible environment that supports employees both professionally and personally.

According to Gensler, the average participation rate of Pre and Post-Occupancy surveys hovers around 40%; however, National’s employees demonstrated a very high level of engagement in the workplace, with unprecedented response rates of 96% and 93% in the Pre and Post-occupancy surveys respectively. The value and relevance of the survey results are directly impacted by employee participation.

In the Post-Occupancy survey, conducted after move-in, National’s overall Workplace Performance Index (WPI) score improved 8 points, placing it among the highest performing companies in its industry. This score is a testament to the collaboration between Gensler and National and the extensive development and execution of a clear and effective design strategy.

To read the entire White Paper, visit www.nationalofficefurniture.com/hqwhitepaper to download a complimentary copy.

NEWS

Configura releases CET Designer 7.5

► Configura, maker of CET Designer software, releases CET Designer 7.5 on Monday, Nov. 21.

The newest version of the award-winning space-planning software solution lets users produce 360-degree renderings for export to use with smartphone virtual reality kits and viewing in My-Configura briefcases (visit the CET Designer Facebook page at <https://www.facebook.com/CETDesigner/> on Nov. 21 for an example 360-degree rendering). Virtual reality capabilities also have been enhanced through a collaboration with Yulio.

Also with CET Designer 7.5, users will see improvements to CET Designer's Movie Studio and will enjoy more accessory options.

Configura regularly polls users for feature requests. This release's top request is an added dimension tool on the 2D toolbar. Users also requested a spell-check / auto-correct tool and the ability to add sliding doors to a Walls tab, both of which have been added.

"We're about optimizing CET Designer for our users so they can create incredible space-planning experiences for their customers," Configura Chief Product Officer Nicklas Dagersten said.

RevLink – the CET Designer Extension that integrates with Revit – now has upgraded integration. Also, a new SketchUp export option has been included with the release of CET Designer 7.5.

The ability to customize the visibility of features, functionality and elements in the CET Designer interface – showing or hiding parts of the program depending on a user's needs – has been made possible through the Work mode editor in the newest version of CET Designer. Changes can be saved as different presets, which can be switched between as needs change during a project.

"It's about making CET Designer seamless for each user," Configura Vice President of Global Customer Experience Tracy Lanning said.

Configura Training Specialist Kelsey Debruin recently held a Facebook Live event about CET Designer 7.5 features; the video can be viewed at <https://www.facebook.com/CETDesigner/videos/10154337934748052/>.

CET Designer users can participate in free upcoming webinars to learn more about what's new in CET Designer 7.5:

Nov. 21 at 9 a.m. ET
Nov. 21 at 10 a.m. ET
Nov. 21 at 1 p.m. ET
Nov. 21 at 3 p.m. ET
Nov. 22 at 1 p.m. ET
Nov. 22 at 4 p.m. ET
Nov. 23 at 1 p.m. ET
Nov. 23 at 4 p.m. ET
Nov. 26 at 9 p.m. ET
Nov. 27 at 9 p.m. ET

Users can receive 0.1 continuing education units (CEU) per webinar via the Interior Design Continuing Education Council.

The free webinars are for anyone, whether a Beginner or Advanced CET Designer user, anywhere in the world.

CET Designer Extension for Maars Living Walls launches globally

► Configura, maker of CET Designer software, and Maars announce the launch of Maars' CET Designer Extension.

The Extension, which officially launches in January 2017, is being rolled out now in order to help Maars dealers across the globe to adopt the solution.

Dubbed "Maars 4D," the Extension includes six Maars product lines – lalinea, String², Panorama, Horizon, Metaline, Styleline and all possible integrations called Living Options. The Maars 4D Extension will be used in all markets in which Maars sells its products – Europe, North and South America, Africa, Asia, India and the Middle East.

The company is the worldwide leading partition-walls manufacturer serving global customers. For more than 70 years, Maars has offered standard and customized solutions for offices, airports, factories, cinemas, shops, hotels, hospitals, public institutions, universities and schools.

"Our new CET Designer Extension is a huge change affecting our internal and external processes. We're able to show our high-quality products in 3D and automatically calculate pricing, which is a major benefit for our users," Maars 4D Consultant Richard Schreuder said. "Because all of these product lines can be specified in CET Designer, the possibilities are endless."

Schreuder is talking about how CET Designer enables

live design of workspaces and other interior environments. If a customer wants to see different options, the designer, specifier or salesperson using CET Designer can design and make changes on the fly – immediately, the software calculates pricing and other changes. The solution enables photorealistic renderings in 2D and 3D, fly-thru movies, integration with Revit, and automatic bills of materials and installation documentation.

“CET Designer is able to handle the complexity of Maars’ products with ease,” Configura Project Manager Daniel Anderson said. “That’s a key reason that Maars chose Configura’s solution.”

CET Designer is Configura’s “core” Parametric Graphical Configuration (PGC)-based software platform; an Extension is an addition to the program with functionality that incorporates all of the rules, parts and pricing of a given manufacturer’s products. Manufacturers partner with Configura, investing in proprietary CET Designer Extensions to make selling products easier and more accurate.

“With the push of a couple of buttons we can get a customer’s order into our ERP system and fulfill the order with ease,” Schreuder said. “This totally streamlines the ordering process.”

He added: “It’s great to have a tool that keeps our flexible configurations very user-friendly, so our users are making the correct decisions but, at the same time, can ‘go crazy’ with great design.

Take a look at the reference projects on our website to see what we can do!”

Richard Schreuder is referring to a compilation of projects completed using CET Designer and the Maars 4D Extension, found here: <https://maarslivingwalls.com/get-inspired>.

“Several years ago, we had begun researching several software programs, ultimately deciding to collaborate with Configura and implement our own CET Designer Extension,” Maars CEO Menno de Vries said. “CET Designer will help us by providing a more advanced and efficient way of presenting our products; it will also contribute to a better support of our dealers throughout the world.”

Essendant Announces Center of Reseller Excellence Live Dates for 2017

Essendant Inc. has announced the location and date for its 2017 Center of Reseller Excellence (CORE) Live event for business and facilities essentials suppliers and customers. CORE Live will be held at the Mandalay Bay Resort and Casino in Las Vegas, Nevada February 6 – 9, 2017.

This multi-day event will be themed “Art · Strategy · Science · Revolution” and will bring together a large cross-section of the industry in an environment of interactive learning and engagement. It will explore best practices across a number of topics, provide access to industry

leaders and the newest products, review the best sales techniques, and share the latest marketing solutions to make our customers successful in this competitive market.

“The expectations of business buyers are evolving faster than ever. Today’s most successful companies are continuously innovating, using a powerful combination of customer obsession, technology and data to improve their customer’s experience and keep them coming back,” states Michael Hauck, vice president of marketing and digital services at Essendant. “To help resellers better understand this new market, Essendant will provide consumer research, key trends and new marketing & digital services to help resellers adjust and adapt their strategies to be successful.”

The CORE Live event will provide customers an opportunity to engage with Essendant leadership and experts in marketing & digital, sales and merchandising and come away with fresh thinking of how to elevate their business. They will discover innovative approaches that embrace the art and science of winning in today’s market. In addition, customers will learn about the key roll strategy plays in achieving and exceeding their goals. During the event, attendees will be able to network with peers and create new connections. In the end, resellers and independent dealers will leave with inspiration and insights that will revolutionize the way they think about their business and the tools needed for success. 



ERG International Introduces Aspen

Aspen tables offer a dynamic style for conferencing and meeting areas. The angled metal or wood legs convey a bold and stylish look with a solid foundation. Aspen's Media table is offered in café or bar height, and can be used back to back to create impact in collaborative spaces. 



National Office Furniture Introduces Alloy Benching

National Office Furniture, a unit of Kimball International, Inc., introduces a new portfolio of benching as a solution to those that need both privacy and collaboration in an open plan workplace. Alloy benching is a lighter scale series that meets the demands for seated and





PRODUCTS



standing height workspaces, as well as double and single-sided configurations. By allowing users to be near each other, but still have their own distinct space, Alloy balances the need for personal space with the desire to interact.

Available in fixed height or adjustable height units and with or without a powered center beam,

Alloy can be used as freestanding units, or ganged together to create long runs of workspaces. Tackable privacy screens can be added to increase separation and provide spaces to pin important documents. Alloy is easy to specify and install and its broad options make it a perfect fit for a diverse spectrum of needs, users, and spaces. 



PRODUCTS



Sit Less, Move More. UnSit Makes it possible with the introduction of the Walk-1

Walking while working at your desk may sound like wishful thinking, but UnSit has made it a reality. UnSit introduces the WALK-1, a new kind of treadmill that blends into the office environment and integrates with existing stand-up desks.

Based on research from the Mayo Clinic (<http://www.mayoclinic.org/healthy-lifestyle/adult-health/expert-answers/sitting/faq-20058005>), sitting has been called "the new smoking," (http://www.huffingtonpost.com/the-active-times/sitting-is-the-new-smokin_b_5890006.html) and office

workers at trendy startups and elsewhere have responded by switching to stand-up desks. That's good, but a walking desk is better, say UnSit's founders, Paul Byrne and Rob Jacobs. You can only stand for about 15 minutes before your legs start aching, but you can walk all day without fatigue, they say.

Losing weight is a nice benefit, but how about boosting your creativity and productivity? Philosopher Friedrich Nietzsche said "all truly great thoughts are conceived by walking." Nietzsche might be right. Research from Stanford University (<https://www.sciencedaily.com/releases/2014/04/140424101556.htm>) has confirmed UnSit's tagline: "***Great Minds Move***" and the call has been taken up by science journalists (<http://www.newyorker.com/tech/elements/walking-helps-us-think>) and success coaches. Their advice: "**SIT LESS, MOVE MORE.**"

It's walking that lets you realize all of the benefits of getting off your duff. Your back will thank you, your circulation will improve, and your thinking will be more agile. The guys behind UnSit bring decades of experience in health and fitness to the work place where people spend hours a day, mostly sitting.

If you believe that your best ideas occur while on the move, it makes sense to bring movement into your office. To make that happen, Jacobs and Byrne had to come up with a little engineering magic. The WALK-1 is extra-wide - 50% wider than most treadmills - giving you plenty of room to meander around the full width of your desk. The extra wide configuration fills up the entire space under your desk leaving nothing to stumble over. The WALK-1 is also shorter than a regular treadmill, so it doesn't take up valuable space behind your desk. The entire footprint is the same as a sitting desk and chair. The WALK-1 is library quiet, and moves slowly so you can read, type, and write and it won't make you sound like you're exercising while talking on the phone. Step away and the walking surface automat-

ically stops, making it the safest treadmill on the market. Changing the speed is as simple as turning a knob on the sleek, unobtrusive controller.

Is there a mobile app to go with it? Of course. You can see the number of steps you've taken, miles walked and calories burned right on your SmartPhone as you walk your way to your next great idea. Already using a fitness tracker? Allow your UnSit App to share your data with Fitbit and Apple's Health App.

Why work while walking? "Between work and raising a toddler, I don't have the time or interest to head to the gym for exercise. I found the perfect solution with WALK-1. I shed several pounds just by walking several hours a day while engaging in my normal work day activities," said Erik Syverson, a partner in the law firm of Raines Feldman.

The founders of UnSit have backgrounds in health, fitness and creativity. Byrne has worked with Precor, which is regarded as the leading innovator in serious exercise equipment, for 28 years. In addition to being President for half of that time, Byrne led the development and introduction of the world's first elliptical trainer.

Jacobs' career is similar in length and profound in its application to the future of UnSit. Trained as a fitness instructor, in 1987 Rob founded The Walking Center, and launched a movement using motorized treadmills to pace people, making walking an effective form of exercise. Rob has remained involved in exercise equipment as co-founder of National Gym Supply, a supplier of equipment and tech support to health clubs and fitness centers worldwide.

It's the combination of entrepreneurial experience and skills that created UnSit and taken the concept for a walking desk and turned it into the WALK-1, the first treadmill to combine the benefits of creativity, exercise and productivity.

The WALK-1 is being sold for \$1,995 and can be purchased at <https://www.unsit.com/shop/walk-1>





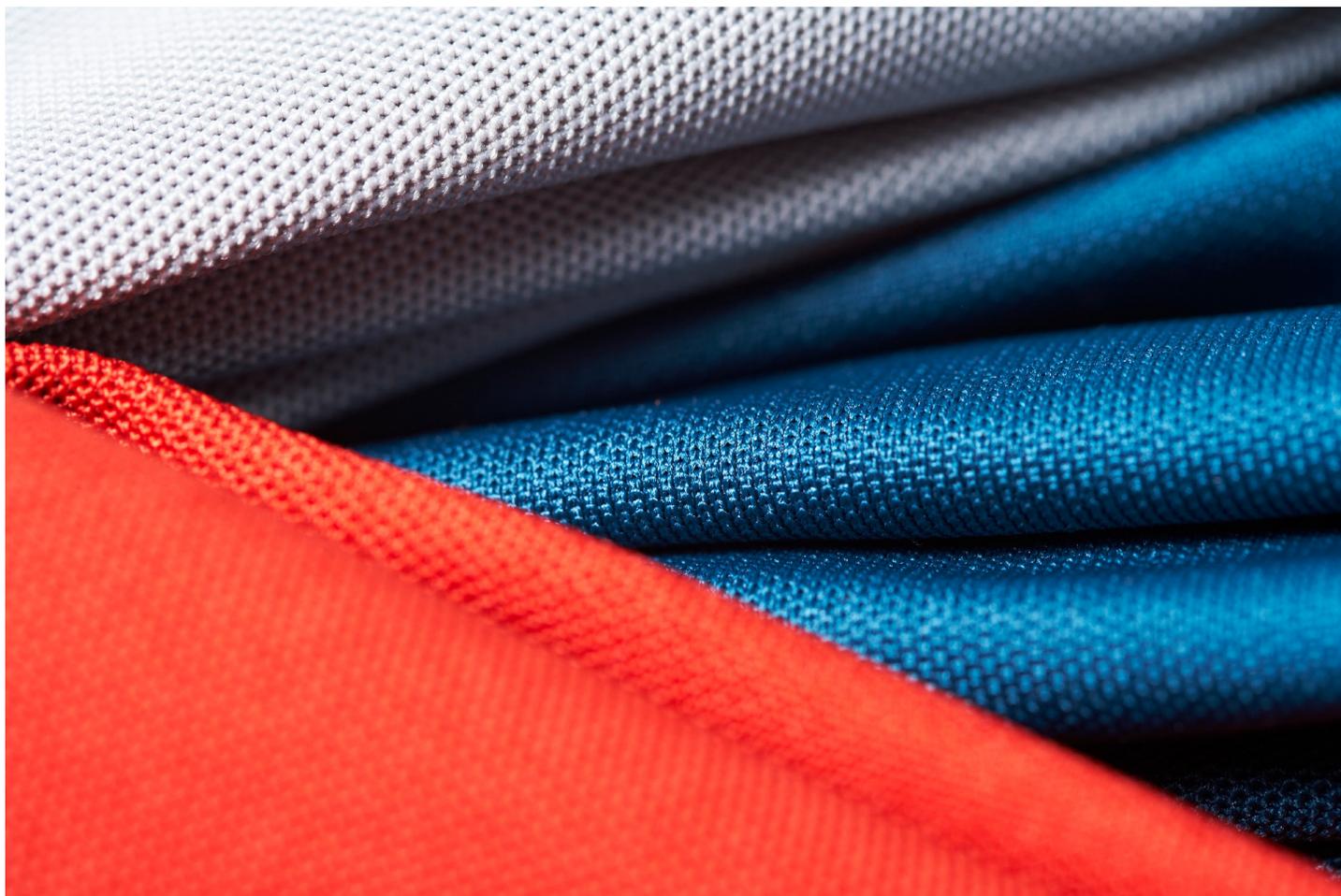




Nexus

Camira introduces a pulse-quickening selection of technical knits

Global textile innovator Camira, best known for wool-based and bast-fiber upholstery fabrics, is widening its product offering this fall with a selection of technical knits.



Sprint

The company is introducing three new patterns into its collection: Sprint, Racer and Nexus. Sprint and Racer are classic stretch-knit designs with a smooth macro-cellular construction and a look that will stand the test of time. Sprint is suitable for task chair bases and backs, while Racer is a complementary panel partner. Both have multi-directional stretch.

Nexus is a sleek and stylish technical knit, offering two-dimensional stretch and comfort cushion-

ing, with a pin-prick, dot-matrix design effect. It is suitable both for task seating and vertical surfaces, available in 68-inch width. It achieves the ACT standards for Heavy Duty Performance with 100,000 double rubs on the Wyzenbeek abrasion test.

The new knits offer a balanced color palette of neutrals to brights. Sprint comes in 30 shades, Racer 21 and Nexus 15. All are supported by a 10-year guarantee. 

TEXTILES





PROJECT SPOTLIGHT





**rapt studio revamps
300,000 sq ft dropbox HQ
in san francisco**

PROJECT SPOTLIGHT



The wacky tech office is a post-millennium cliché. So it should come as no surprise that Dropbox's new San Francisco HQ has such odd-ball features as a basement karaoke bar, floating balls of moss, and a room covered in Delft-inspired tile.

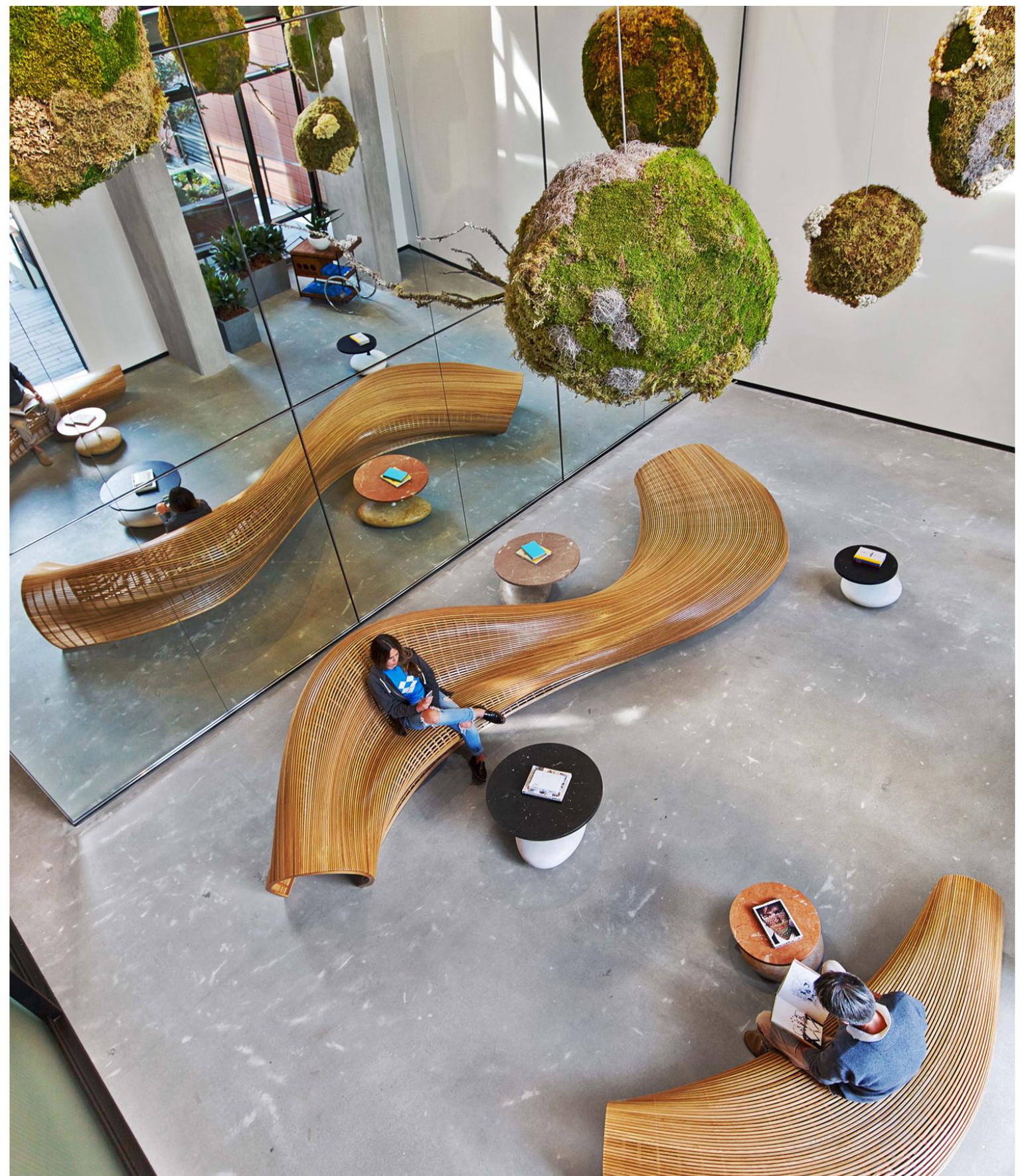
Designed by the office interior mavens at Rapt Studio, the sprawling 300,000-square-foot space

was separated into distinct design chunks or “neighborhoods.” Rapt was inspired by the social topographies of cities to consider each area as a separate stylistic enclave where different departments and temperaments could thrive. Each area has open areas and meeting rooms designed to fit the work and social needs of everyone from collaboration lovers to solitude seekers. 



PROJECT SPOTLIGHT



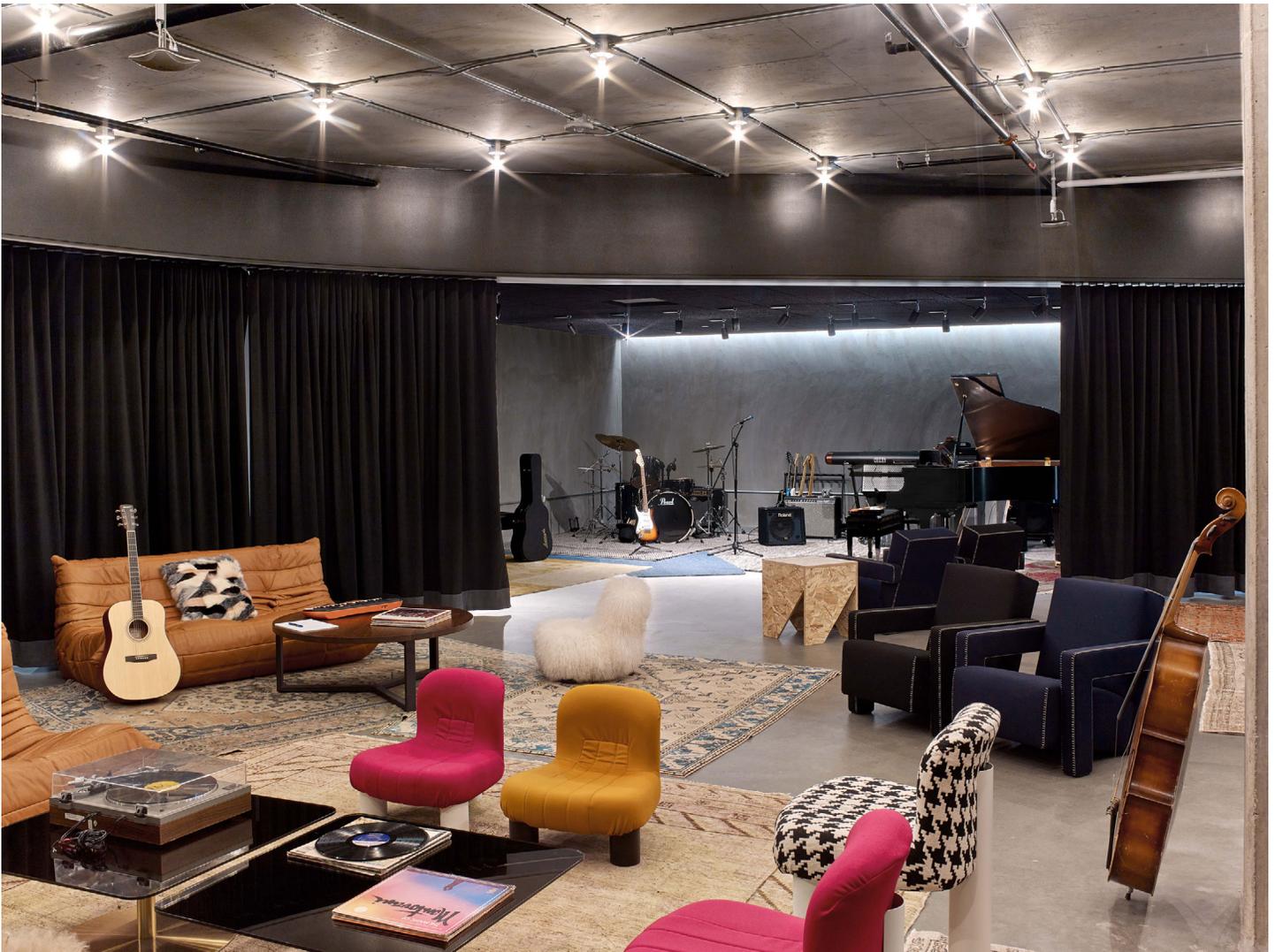


PROJECT SPOTLIGHT





PROJECT SPOTLIGHT



PROJECT SPOTLIGHT









AN EXTRAORDINARY HEADQUARTERS WITH PERSONALITY

NATIONAL OFFICE FURNITURE'S ADAPTABLE WORKPLACE

A WHITE PAPER BY GENSLER AND NATIONAL OFFICE FURNITURE

National Office Furniture's quest to create a better work environment has led to a remarkable shift in the paradigm of workplace design. Workplaces can no longer simply be described in terms of square footage and headcount. Rather than focusing solely on quantitative metrics, today's workspaces focus on optimizing user experience and providing spaces to which employees and clients naturally gravitate for work and other activities.

National recognizes the constantly evolving nature of the workplace and consistently delivers innovative workplace furniture solutions that maintain a high degree of craftsmanship and affordability. Having delivered exceptional quality and value to clients over many years, National is well-acquainted with the power of design to influence success.

The company's new Headquarters, completed in 2015 for approximately 150 people, offers a first-hand opportunity for everyone at National to experience what they recommend to customers - a workplace with a personality that strongly reflects company culture. National chose to be fully engaged in the process and capitalize on this experience, using their own furniture for spaces to collaborate, learn, interact, and focus.

The newly completed Headquarters doubles as a large working showroom that combines discovery and learning within a functioning work environment. The activity-based space is a working display of National's product line in a real-world setting and is tested daily by employees engaging in various work modes.

Their vision of a workspace that is fully aligned with their intentions and culture has resulted in a high-performing yet flexible environment that supports employees both professionally and personally. Post-occupancy survey results place National at the benchmark of top-performing companies in their industry.

NATIONAL OFFICE FURNITURE'S ADAPTABLE WORKPLACE

BACKGROUND

National partnered with Gensler, a global research-based design firm, to create their new Headquarters. Gensler's experience, data-driven approach, and seasoned change management services helped to establish project parameters and guidelines.

At the outset of the relationship, Gensler conducted a Workplace Performance Index (WPI) survey to understand how employees felt in their current workplace, the criticality of various work styles, and suggestions for workplace improvement.

A variety of tools were used during the process, including: 1) activity analysis, 2) focus groups, 3) workplace design strategy sessions, and 4) culture and identity mapping. With these elements, National and Gensler were able to establish a firm foundation for the design development of the new Headquarters. During this phase, a variety of factors influenced the design. Current space guidelines, technology usage, wellness elements, demographics, and design factors were studied and compared with benchmarking data and industry best practices.

National is committed to being at the forefront of the innovative workplace design. Early on during the project, they recognized that design factors such as daylight, interior lighting, air quality, acoustics, ergonomics, nutrition, and user control all have a demonstrable impact on their employees' physical, emotional, and cognitive health. These factors were carefully considered and designed to support well-being and enhance productivity.

One idea explored in an early workshop was to create spaces for respite and rejuvenation – spaces that feel like 'home away from home'. Another important design intervention was to deliberately create opportunities for conversations and idea sharing.

*"The **“bump factor”** is an important component in increasing knowledge transfer and innovation. National's Headquarters was designed to support employees bumping into each other. Spontaneous interaction helps build relationships and provides opportunities for socializing."*

ACTIVITY-BASED WORK

Historically, employees have often been assigned a single space from which to work, irrespective of their work style or activity. However, this emphasis on standardization has slowly started to shift. Delivering an employee experience unique to a department, group, or individual work style is now paramount.

This new approach is a fundamental driver to workplace transformation, well-being, and higher productivity. The space planning strategy used by National is activity-based. Even though employees have an assigned place to work, the entire building is available to work wherever suits them best. By providing choice, National is able to accommodate a much wider diversity of activities within a single work environment.

NATIONAL OFFICE FURNITURE'S ADAPTABLE WORKPLACE

WORK MODES

National has identified four critical work modes that encompass the majority of employee activities throughout the day: collaborate, learn, interact, and focus.

COLLABORATE

Human connection and collaboration are necessary in the development of key concepts and solutions. A workplace that accounts for this type of work style breaks down linear hierarchies within a company structure and promotes a freer flow of ideas between people and departments. For this reason, the design of the new Headquarters includes locating middle-level managers immediately adjacent to their teams in the open plan design.

LEARN

National's long-term commitment to the continuous improvement of the user and client experience is a key differentiator. Awareness of industry trends and the ability to distinguish which trends will carry the most impact is integral to any company's success. By providing a variety of spaces, tools, and furniture solutions, National is creating an environment that fosters professional growth.

INTERACT

Spontaneous interaction between teams and departments can be a surprising and welcome source of inspiration. As the line between work and life becomes increasingly blurred, the workplace begins to function as social hub, a place where employees can casually interact and relax away from their primary workspaces. Social interaction is a prelude to collaborative work and creates a stronger feeling of community within a company.

FOCUS

Despite the increased emphasis on collaborative and interactive workspaces, National employees spend over 60% of their day focusing on solitary tasks. Thus, a number of spaces and settings were included in the building's design. Focused work is integral to productivity. Innovative solutions are often the product of solitary work that is further refined by collaborative effort.

"The emphasis on activity-based work creates an entirely new lens with which to view the contemporary workplace; the focus has shifted from the quantitative to the qualitative, from numerical metrics to the potential of human connection and subjective experience. National's new workplace fosters productivity by elevating the employee experience. "

WORKPLACE PERFORMANCE

Happiness is directly correlated with productivity - we know intuitively that better work environments create more success for a company. This has been well documented by NEF Consulting and illustrated in their Happiness Index. Additional tools, such as Gensler's Workplace Performance Index (WPI), are able to quantifiably measure the effectiveness of a workplace before and after a change.

NATIONAL OFFICE FURNITURE'S ADAPTABLE WORKPLACE

The WPI is a proprietary survey tool developed by Gensler and is an industry standard. Since 2008, Gensler has compiled WPI results and analyzed clients, by industry or sector, against a list of best performing companies to establish benchmarks for design development. Gensler's database now houses 300 clients with over 200,000 completed surveys. The value and relevance of the WPI results are directly impacted by employee participation. The average participation rate of WPIs hover around 40%.

“National's employees demonstrated a very high level of engagement in the workplace, with unprecedented response rates of 96% and 93% in the pre-occupancy and post occupancy surveys respectively.”

40% AVERAGE SURVEY PARTICIPATION **96%** NATIONAL'S PRE-OCCUPANCY SURVEY PARTICIPATION **93%** NATIONAL'S POST-OCCUPANCY SURVEY PARTICIPATION

The WPI assesses the following factors: 1) employee perception of the company and workplace, 2) work activities and where they typically occur, 3) functionality and effectiveness of current spaces, 4) brand values and brand perception of the workplace, and 5) effectiveness of employee communication and change management during the transition to the new workplace.

In the post-occupancy survey, conducted after move-in, National's overall WPI score improved 8 points from 66 to 74, placing it among the highest performing companies in its industry. This score is a testament to the collaboration between Gensler and National and the extensive development and execution of a clear and effective design strategy.

WORKPLACE KEY FINDINGS

The findings of the survey conducted after move-in, along with focus groups held by National internally, reveals that the new workplace successfully provides more collaborative space, flexibility, opportunities for interaction, and access to technology. The ongoing change management program supported by the establishment of policies and protocols will continue to improve already high marks in the work environment.

During the pre-occupancy WPI, National employees cited a lack of support for collaboration, particularly in regards to technology. Meeting rooms were either unavailable or unusable due to the lack of technology, leading to almost half of employees using private offices to collaborate virtually. In the previous space, employees rated their meeting rooms as just slightly above average in effectiveness (6.6 out of 10). The post-occupancy survey reveals much higher ratings for the new meeting room (8.5 out of 10). Over 75% of employees are choosing to collaborate in meeting rooms and common areas. This is due to both the shift from private offices to an open workplace and to improvements in meeting room technology.

MEETING ROOM EFFECTIVENESS

PRE-OCCUPANCY RATE



POST-OCCUPANCY RATE



Access to technology has also improved both on-site and off-site, which improves connectivity and accessibility both within and outside the office space. Remote workers note a significant increase in the ability to access documents offsite (from a 6.5 to 8.4 out of 10).

NATIONAL OFFICE FURNITURE'S ADAPTABLE WORKPLACE

Employees cite major improvements – visually and experientially – in the overall quality of the workspace. They describe the new building as bright, modern, and beautiful. In particular, the workspace's rating for access to natural light has far surpassed the benchmark of the top-performing companies in this industry. National scored an 8.2 out of 10 for access to daylight, whereas top-performing companies hover at 5.9 and the industry average is a mere 4.6.

ACCESS TO NATURAL LIGHT



National's new work environment also better supports the health and well-being of employees. Employees enjoy spaces that provide respite from the demands of the workday. According to the post-occupancy survey, accessibility to these types of spaces has improved drastically – from a low rating of 3.3 to 7.3 out of 10. Many employees cited the flexibility of using the café or common areas as a place to relax or handle personal business. When employees are able to spend more time determining their own needs throughout the day, they tend to become more engaged and productive. The diversity in social spaces contribute to the “bump factor” – chance occurrences between people from disparate groups or departments.

“Nearly half, or **45%**, of National employees now use non-reservable spaces to interact. An additional **30%** use transit areas such as hallways and stairs to gather. By definition, these fluid spaces promote much more spontaneous interaction.”

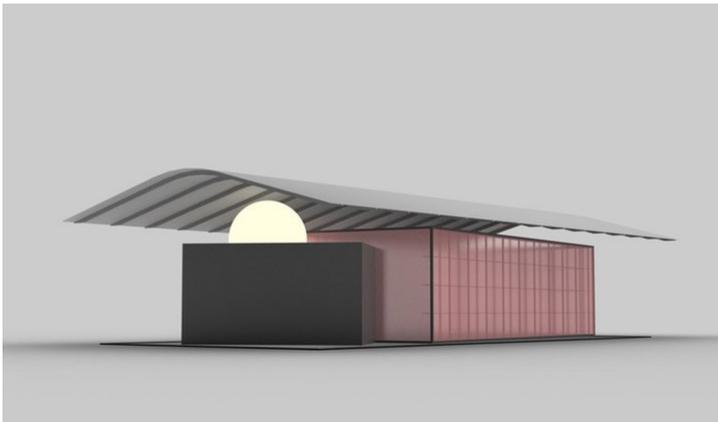
Learning is accelerated as people share their ideas and discuss their work with others. In time, National will be able to ascertain if these chance meetings increase innovation in their culture.

CLOSING

National's new Headquarters will continue to evolve over time. The company recognizes that today's workspace must be adaptable. We are now designing for a diverse and multi-generational workforce. Any space built today needs to be resilient and sustainable over business cycles while also supporting wellbeing and productivity.

No environment is neutral – all workspaces communicate a narrative and a purpose. If the workplace is speaking to us, what do we want it to say? What does a company communicate to its employees and clients when they build a workplace?

Aligning people and place through purpose and experience are strong factors in National's continued success and support of their employees and customers. The organization's determination to increase flexibility and choice within the workplace has brought the innovation, craftsmanship, and emotional connection of National's furniture to the design of their new workplace. The ability to translate National's vision and culture into a tangible physical environment is a truly remarkable achievement that will continue to deliver unprecedented results for years to come.



Design

Based in Brooklyn and trained at Pratt, American designer Todd Bracher has lived in Copenhagen, Milan, Paris, and London. These stints have informed prestigious gigs with European companies—he ran Tom Dixon’s design studio after receiving his master’s degree at Denmark’s Design School, and more recently served as creative director of Georg Jensen.

► [Via interiordesign.net](http://interiordesign.net)



Workplace

Great design offices stand out. Reflecting a firm’s character and process, these spaces serve as a framework for building new ideas. While they may be housed within simple, rectilinear forms, design studios are organized to support analysis and encourage creative ideation.

► [Via architizer.com](http://architizer.com)



Workplace Design

As well as sorting out our online world, Google has played a big part in changing the way we think about workspace – not least as an early adopter of the office slide. Now, with Project Jack, its unassuming modular meeting room concept, the tech giant is starting another stealth revolution in the office.

► [Via onofficemagazine.com](http://onofficemagazine.com)

READING LIST



Working Life

Sustainable competitive advantage requires relentless adaptation in the way a company serves its clients and its employees. Too often, companies place employee workflows and experiences on the back burner. It's difficult to create an innovative workplace if a company's employees are using tools designed in the 1980s.

► [Via forbes.com](http://forbes.com)



Co-Working Facilities

The co-working business model — which propelled co-working giant WeWork to a \$16.9 billion valuation last month — may be changing tack.

► [Via therealdeal.com](http://therealdeal.com)



Design

Legendary designer Charles Pollock returned to the spotlight in 2012 after a 47 year break from the design world to unveil a new series of products for Bernhardt Design.

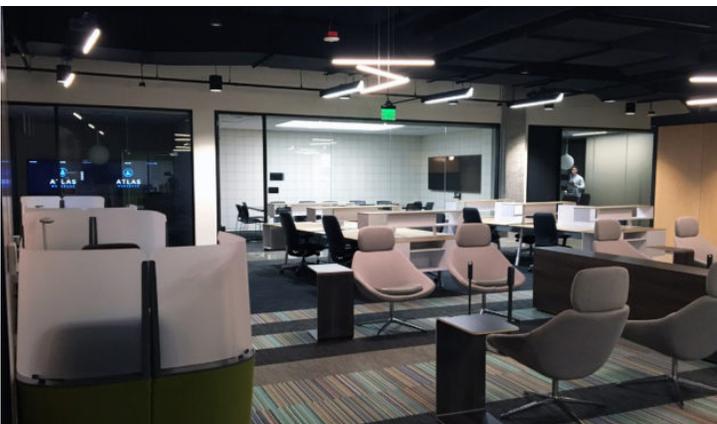
► [Via design-milk.com](http://design-milk.com)



Design

PODCAST: In a series demystifying the project process, radioIA host Russell Manthy explores the second design project phase with Principal and Design Director John Hopkins.

► [Via interiorarchitects.com](http://interiorarchitects.com)



Co-Working Facilities

A new co-working company just opened in Seattle, and its founder wants to rewrite the rules of a concept that is growing like crazy, but primarily targets only a few industries.

► [Via geekwire.com](http://geekwire.com)



Insights

Of all the memes and narratives that corrupt public discourse about workplace design, the most pernicious is the one that suggests there is a linear evolution to some grand end point called the Office of the Future. There is a natural human inclination to buy this sort of idea, fed by an assumption that what we find most interesting, aspirational and hence what we read and talk about forms a goal.

► [Via workplaceinsight.net](http://workplaceinsight.net)

INDUSTRY BRIEFING

EVENTS

IIDEXCanada 2016

November 30 - December 1, 2016

IIDEXCanada showcases product from 15,000 interior designers, architects, landscape architects, lighting designers, industrial designers, facility managers, developers, and business executives.

www.iidexcanada.com

China International Furniture Fair - Guangzhou

March 28 - 31, 2017

China's largest furniture fair shifts back to Guangzhou for the 39th edition.

www.ciff-gz.com

NeoCon

June 12 - 14, 2017

North America's most important design exposition and conference for commercial interiors.

www.neocon.com



BRIEFING

KI Donates Nearly \$50,000 to United Way

KI and its employees are proud to donate over \$48,000 to the United Way. With an October kick-off, employees at KI facilities across the country were able to make personal donations and participate in fundraising events benefiting local chapters of the United Way. Employees could opt for payroll deduction pledges and take part in raffles, book fairs, and prize drawings. In total, KI employees personally donated over \$24,000. KI as an organization also donated \$21,500. KI believes strongly in the United Way's mission to strengthen local communities and advance the common good.

KI's Dōni Seating Collection Wins Silver at The Nightingale Awards 2016

KI is pleased to announce that the Dōni seating collection received a Silver Nightingale Award in the category of Conference Seating at the Healthcare Design Expo & Conference. The Nightingale Awards recognize a product of excellence at the Expo and are presented by Healthcare Design and Contract in partnership with the Center for Health Design.

The design, comfort and aesthetics of KI's Dōni seating collection provides an ideal solution for healthcare facilities. Dōni's 17-degrees of hip articulation and body-conforming curves deliver optimal comfort. A diverse palette of materials, colors and base styles, allows facilities to reflect a cohesive brand or mission statement through design and aesthetics, reinforcing the total care experience. The Dōni seating collection is designed by Giancarlo Piretti.

Greenbuild, USGBC & ABX Announce Co-Location for 2017 in Boston

Informa Exhibitions, USGBC and the Boston Society of Architects/AIA announced Greenbuild and ArchitectureBoston Expo (ABX) will be co-located for 2017. The events will take place the week of Nov. 6-10 and both will be held at the Boston Convention & Exhibition Center (BCEC) in Boston, MA, creating one of the largest events for the building community in North America.

"Greenbuild and ABX co-located back in 2008 in Boston, both shows happening at different venues but the same week, creating significant, lasting synergies between the two events as well as holding the record for the largest attended Greenbuild to date," said Lindsay Roberts, group director, Informa Exhibitions. "This is an incredibly positive opportunity for us to bring two very significant events together again, this time in the same facility, and allowing us to better serve

the building community by offering more educational, networking and exhibition opportunities throughout the week."

Greenbuild annually attracts over 18,000 attendees and over 500 exhibiting companies with a broad audience that spans the sustainable building community. ABX draws over 8,000 attendees and over 400 exhibiting companies.

"ABX is the largest annual building industry event in the Northeast and it thrives because of our robust cross-industry partnerships," said Josiah Stevenson FAIA, 2017 BSA president. "By co-locating with Greenbuild, we can ensure an even greater depth and diversity of ideas and topics presented to the full spectrum of building industry professionals."

Specific details are currently in development and will be released as they become available. Each show will contact its exhibitors in the coming weeks to begin discussions for formal plans for the 2017 exhibit hall, which will be one comprehensive space accessible to attendees of both events.

"Greenbuild 2017 will be aptly themed, "All In," to encompass the breadth and diversity of the sustainability and green building movement. When we come together, we are one community of professionals, advocates and practitioners, students and teachers, designers and builders and everything in between," said Kate Hurst, vice president, Community Advancement, Conferences & Events, USGBC. "Partnering with a respected regional event like ABX will provide our audience with more dynamic opportunities to engage, learn and interact with other professionals and leaders in the industry."

ODDS & ENDS

JOINED: Kathy Kelly has joined **HBF**



Kelly

as Regional Sales Manager. Based in Chicago, Kathy will cover Illinois, Wisconsin, Minnesota, Iowa, and North and South Dakota. She will work with the HBF and HBF Textiles brands, helping promote both classic and newly launched collections such as the Conexus lounge chair and the Christiane Müller series of textiles.

JOINED: Tracy Sorel has joined **Inscape**



Sorel

as Business Development Manager for Florida. Tracy is responsible for promoting sales of all Inscape & West Elm Workspace with Inscape products and supporting the development and nurturing of our distribution partners. Tracy joins Inscape from Bretford where she was Regional Sales Manager for the South Eastern region. Previously, Tracy worked as Director of Business Development at Synergy Creative Group and Business Development Dealer Manager at Herman Miller.

JOINED: Aziz Hirji has joined **Inscape**



Hirji

as CFO. Aziz leads the company's Financial and IT operations, and Investor Relations. Aziz joins Inscape from Renin Corporation, where he was CFO for 8 years. Highly accomplished, Aziz has extensive experience in financial operations in both public and privately held companies in a diverse range of industries. His relevant industry experience includes 7 years of progressive financial roles at Teknion. Earlier in

his career, he worked at Bank of Montreal, The Oshawa Group and Grant Thornton. He is a Chartered Accountant and holds a BA from the University of Western Ontario. Aziz is an outstanding addition to our leadership team, and represents another major step in the company's commitment to strengthening our financial position and delivering results. His team leadership and results orientation will certainly be key assets as we continue to evolve the organization.

JOINED: AJ Fink has joined **Schroeder Solutions'**



Fink

Account Management Team. AJ brings over 19 years of operations and sales experience. He is excited about this new opportunity to combine his love for relationship building, problem solving and sales. Fink believes his good listening skills and detail oriented nature will bring a sense of urgency to client projects. He looks forward to expanding Schroeder Solutions success in target markets such as higher education and hospitality as well as supporting the continued growth of the logistics department.

JOINED: Kelly Cayo has joined **Schroeder Solutions'**



Cayo

Account Management Team. Kelly is a strategically focused leader with a successful background in sales, management and service operations. He is a Certified Relocation Professional (CRP) who has over 18 years of experience in the relocation industry. He is excited to be working with a company that is customer service focused and knows the importance of being a strong client advocate. With the comprehensive service offering at Schroeder Solutions, he looks forward to being a high level resource for his clients. 

MARKETPLACE

To place a Marketplace Ad simply go to: <http://www.mmqb.com> and click on "Place a Job Ad" or "Place a Classified Ad." Questions? Call us at 888-259-0213. Ads close Saturday at 9:00 pm for next Monday's edition.

REPS WANTED

TERRITORY REPS WANTED

Immediate Openings For Texas, Oklahoma, Arkansas & Louisiana

Musgrave Associates a Dallas located professional rep firm is seeking ambitious sales reps for our multi-line product offerings.

We offer distinctive product lines that include high quality manufacturing and superior distribution.

This is a commissioned sales position with unlimited income potential for the right candidate, who is eager to pursue and maintain present territory relationships while initiating new business developments within the A&D, Dealer, Higher Ed and Healthcare community.

If you are looking for a long term career with a well respected company, please respond in confidence with your desired territory location and resume to:

nick@musgraveassociates.com

WIELAND TERRITORY SALES REPRESENTATIVE

Independent Territory Sales Representative

The Territory Sales Representative will be responsible for representing Wieland products to the healthcare market in the San Diego Market including; San Diego, San Bernardino and Riverside Counties. Our products are promoted directly to end-user facilities in conjunction with furniture dealerships and architectural and design firm who specify healthcare projects. The Territory Sales Representative will be responsible for establishing and maintaining relationships

with all buying influences within the healthcare facility, dealerships and A&D firms. Equal Opportunity/Affirmative Action Employer M/F/Disabled/Veteran

Email resumes and cover letter to: RSinn@wielandhealthcare.com

HELP WANTED

SALES ASSISTANT

Work with Design Within Reach

The Studio Sales Assistant will be responsible for assisting with all aspects of sales operations and visual direction within the retail studio providing support to the Studio Proprietor and Studio Account Executives. The Studio Sales Assistant will assist with various projects that will help generate sales and provide exceptional customer service to all customers consistent with the Design Within Reach mission.

Apply Here:

<http://www.Click2Apply.net/95nq3gdr47>

SENIOR CAD DESIGNER SPECIFIER IN CHICAGO

Come join the top Haworth dealer in Hot West Loop Tech Neighborhood

BOS is one of the top Haworth dealers in the country and is looking for a Senior CAD Designer/Specifier to support a top producer and work on major projects. New state-of-the-art showroom in the hot West Loop neighborhood in Chicago. Proficiency in AutoCAD, Configura, Team Design, Project Matrix and InDesign required with experience in InDesign, Project Matrix and Microsoft Office Suite a plus. Major medical benefits, employee owned and very competitive compensation package. Opportunity to work with major A&D and Project Management firms in the world, along with most respected sales reps in the industry.

POSITION SUMMARY:

Work with top salesperson in

Chicago on Major Projects. Generate schematic furniture plans, 3D renderings, product specifications, installation drawings, and finish selections; using industry standard software to perform all work.

QUALIFICATIONS:

- Bachelor's degree (B.A. or B.S.) focusing on Interior Design
- Minimum of 5 years of professional experience within the contract furniture industry
- Proficiency using AutoCAD, Microsoft Office programs, and Adobe Acrobat
- Preferred experience using Configura CET, SketchUp, and Adobe Creative Suite
- NCIDQ certification is preferred

SKILLS AND ABILITIES REQUIRED FOR THIS POSITION:

- Strong communication and presentation skills
 - Able to work well in team formats
 - Good work ethic
 - Strong time management skills
 - Aptitude for problem solving
 - Interest in working with finish materials
 - Ability to field verify project sites (i.e. field measure, product inventory, etc.)
 - Prior dealership experience a plus
- Please send your resume package via email to:

gd@bos.com

SALES REPRESENTATIVE - MIAMI

Momentum is Growing! Come Join Us!

Momentum Group, a leading supplier of contract textiles, is growing and seeking a new Sales Representative in the Miami, FL area.

Position Purpose: To provide best in class service to client base including furniture manufacturers, designers, purchasing firms and end users via product/industry knowledge, introduction of new product, knowledge of new technologies and innovation as it pertains to textiles and the specification process. Increase profitable sales as designated in the strategic plan, as well as working within expense guidelines unique to each territory.

Qualifications:

- Textile or other dealer sales experience preferred.
 - Excellent presentation skills required.
 - College degree required.
 - Knowledge of the Contract Industry a must.
 - Must have a positive attitude, strong people and communication skills, be a creative thinker and self-motivated.
 - 2-3 years of industry experience in the contract/ commercial market. IIDA and/or NEWH membership desired.
 - Candidate must live in Miami or surrounding areas
- Please apply online at:

https://workforcenow.adp.com/jobs/apply/posting.html?client=Momtex&jobId=126677&lang=en_US&source=CC3
https://www.linkedin.com/jobs/view/126677?utm_source=US&utm_medium=CC3

PROJECT AND PRODUCT APPLICATION MANAGER

Work in sunny Atlanta, GA!

Leads a team responsible for driving activities that impact sales to include specification, project management, custom product solutions, and reporting. Supports creation of strategic design initiatives into product specifications for pricing in RFP's and project budgets. Responsible for providing services that help inform, engage, and provide strategies to help the sales process. Accountable for managing the business by achieving/exceeding margin and sales goals.

Please apply online at:

https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16434
https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16434

PROJECT MANAGEMENT LEAD

Work in sunny Atlanta, GA!

Responsible for driving the activities of the regional project management team engaged in the execution of large scale client projects and key accounts across all functions and busi-

ness units. Serves as the key liaison on project management initiatives with demonstrated skill in building cohesive, client-focused strategies.

Please apply online at:
https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16435
https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16435

ACCOUNT MANAGER: OFFICESCAPES - FORT COLLINS, CO

Join the #1 team in Colorado / Wyoming, providing opportunity for career success with an established account base in a growing market. Exceptional life style amenities!

Join the #1 team in Colorado / Wyoming, providing opportunity for career success with an established account base in a growing market. Exceptional life style amenities!

OfficeScapes is the Front Range market leader in office furniture and related services and a Platinum Partner - Steelcase Authorized Dealer. Our success is driven by respected leadership, excellence in business practices, a culture focused on customer satisfaction and strong community involvement. We offer extensive resources, stability, and growth opportunities within OfficeScapes as well as the other companies within the Jupiter Consolidated Group.

Smart. Driven. Purposeful. Tenacious. Resourceful. Accountable. Professionals with these traits succeed at OfficeScapes. We help our clients create high-performance work environments and we deliver an exceptional customer experience.

Apply directly at:
<https://careers-talenttrust.icims.com/jobs/2820/account-manager/job>
<https://careers-talenttrust.icims.com/jobs/2820/account-manager/job>

OPENING FOR INTERIOR DESIGNER IN NICHOLASVILLE, KY

Come join the Platinum Steelcase Dealer serving the Commonwealth of Kentucky!

Opening for a Dealership Interior Designer in Nicholasville, Kentucky

Come join the Platinum Steelcase Dealer serving the Commonwealth of Kentucky!

POSITION SUMMARY:

This successful candidate will be expected to work with our Sales Team to provide exceptional service for our clients by creating designs and specifications associated with contract furniture applications. Some of the tasks associated with this position include generating and/or coordinating conceptual sketches, schematic furniture plans, 3D renderings, product specifications, installation drawings, and finish selections; using industry standard software to perform all work.

QUALIFICATIONS:

- Bachelor's degree (B.A. or B.S.) focusing on Interior Design
- 1-5 years of professional experience within the contract furniture industry or 3-7 years of professional experience within the A&D industry
- Proficiency using AutoCAD, Microsoft Office programs, and Adobe Acrobat
- Preferred experience using Configura CET, SketchUp, and Adobe Creative Suite
- NCIDQ and KYCID certification is preferred

Please send your resume package via email to:

sabercrombie@oriusa.com

INVENTORY AND STORAGE SERVICES TECHNICAL MANAGER

Join the Midwest's largest Commercial Furniture Installation Company

ISI, a 43 year old family owned installation company in the Chicago Metro area, is seeking a manager for its asset management and inventory control staff. The successful candidate will be responsible for managing all facets of building and maintaining inventory and storage databases using Snaptracker. Position will also function as liaison between department and sales staff in expanding available inventory management services in addition to managing a staff of 5.

Position requires minimum of three years' experience with Snaptracker or similar tool in multifaceted warehouse environment. Compensation is commensurate with experience and industry knowledge. In addition to

SEP 401(K) participation, ISI offers fully paid group health insurance for employees and all dependents. Relocation assistance provided.

Apply: rmoores@isi-install.com

BUSINESS DEVELOPMENT

Come work in Sunny Denver

Are you entrepreneurial, out-going and highly professional? Are you able to create business opportunities and close the deal successfully? Are you looking to build a career and not just have a job? Denver's premier office furniture dealer is looking for a sales professional.

Salary/Commission and Benefits commensurate with experience.

If you are entrepreneurial, out-going and highly professional and are looking to take your career to the next level, this is a great opportunity for the right person.

Please contact:

Jeff Jones

303-777-7778

jeffj@desks-incorporated.com

SENIOR CURATOR, LEARNING

ASID, the premier professional membership organization for interior design professionals....Join our team!

Position Description:

The Senior Curator, Learning will lead the development, implementation, and ongoing review of education content and standards for in-person and online programs to engage ASID members and relevant audiences. The Senior Curator will work with subject matter experts to curate content into curriculums for tiered levels of learning and development of certificate or test prep programs. The Senior Curator will gather new content via the ASID request for education proposals to recommend new content and manage the evaluation process of existing learning content. As the ASID liaison to continuing education approval organizations, the Senior Curator will make recommendations for ASID's continuing education review process and standards.

To apply, please submit a cover letter,

writing sample, salary requirements and resume to: jobs@asid.org

EDITOR, ICON MAGAZINE

ASID, the premier professional membership society for interior designers, seeks an Editor for it's magazine.

ASID seeks a creative, talented, and experienced Editor for the association magazine, ICON. Under the direction of the Vice President, Communications, this individual will oversee the editorial direction of ICON, a bi-monthly magazine, and assist with other copyediting and weekly newsletters. As editor, this individual will manage themes and layouts for each issue, oversee artistic direction, assign writers, and write feature stories. Other responsibilities include working closely with writing articles, organization representing the entire interior design profession and demonstrating how design can transform lives.

To apply please send a cover letter, resume, salary requirements, and writing samples to: ASIDjob@asid.org

SENIOR PROGRAM MNGR - STRATEGIC PRODUCT MKTG

Work in beautiful Holland, Michigan just miles away from Lake MI.

General Purpose:

Responsible for partnering with leadership to develop and implement marketing objectives, strategies, and tactical plans to successfully launch key strategic Herman Miller product initiatives and maintain an existing category of products. Collaborates with multiple levels of the organization and with International business partners to implement marketing plans and product launches globally.

Apply online at: https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16370
https://hermanmiller.taleo.net/careersection/hm_external/jobdetail.ftl?job=16370

SELL THE OPEN ENVIRONMENT SOLUTION

Join the Hot HAT Sales Team

HAT Contract is growing fast and needs to add another sales person to it's A+ team. This position will be based in San Jose, California and will be assigned dealers throughout the Bay Area. This is a great opportunity for a sales executive with 2-3 years of experience in the industry. You'll be joining the existing Bay Area sales team of Brian, Andrew and Tony and we're going to be pretty selective about whom we bring on. Comp will be salary and commission and the benefit package includes health, profit sharing, 401K as well as car and phone allowances. Please send your resume and cover letter to:

Tony@hatcontract.com

ACCOUNT EXECUTIVE

Design Within Reach Inc. - Toronto, Ontario, Canada

The Studio Account Executive is responsible for generating sales and providing exceptional service to all customers consistent with the Design Within Reach mission.

Responsibilities include:

- Sales Generation:
- Meet or exceed personal and Studio sales goals
- Expand the customer's connection to the brand by increasing email sign-up in the studio
- Prospect for new business on a weekly basis utilizing company programs and tools
- Use product information and design knowledge to show and explain merchandise features and benefits
- Help customers in a courteous, knowledgeable, and genuinely interested manner
- Suggest additional items based on assessing customer needs
- Close the sale, writing a quote and following up with customer
- Assist in the coordination of hosting a minimum of 4 design related events per year and extending DWR's reach and involvement in the local design community
- Handle all merchandise returns and customer problems/complaints in a positive manner
- Enter customer orders according to company policy and procedure.

• Product knowledge: develop and maintain a thorough knowledge of Design Within Reach products.

• Read all communication and materials on product forwarded from corporate offices

• Demonstrate an enthusiasm for design, including designers and the design industry

• Attend studio meetings, share information amongst peers and utilize the web and catalog

Experience:

• Previous experience or education in interior design or architecture preferred

• Superior communication skills, both verbal and written

• Ability to identify customer needs and problem solve, to understand and explain product features and benefits

• Design Savvy

• Retail Experience

• Experience with a POS system and proficient with MS Office software and web navigation

• Able to routinely move objects weighing over 20 pounds, and to understand and properly use a hand truck, carpentry tools, ladders, and other basic materials required in merchandising the Studio

• Attention to detail and outstanding problem-solving skills

• Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (Minorities/Women/Veterans/Disabilities).

Apply Here:

<http://www.Click2Apply.net/65qkhhbqnm>

SALES REPRESENTATIVE

Momentum is Growing. Join Us!

Sales Representative- Dallas/Oklahoma

Momentum Group, a leading supplier of contract textiles, is growing and seeking a new Sales Representative in the Dallas, TX area.

Qualifications:

- Sales experience required. Textile or other dealer sales experience preferred.
- Excellent presentation skills required.
- College degree required.
- Knowledge of the Contract Industry a must.
- Must be computer proficient.

• Must have a positive attitude, strong people and communication skills, be a creative thinker and self-motivated.

• Qualified candidates will also have 2-3 years of industry experience in the contract/ commercial market.

Candidates with experience selling contract textiles or dealer sales persons highly desired. IIDA and/ or NEWH membership or affiliation desired.

• Candidate must live in Dallas or surrounding areas and have a track record of selling in the local market. Please apply online at:

https://workforcenow.adp.com/jobs/apply/posting.html?client=Momtext&jobId=125370&lang=en_US&source=CC3

SR. COMMERCIAL OFFICE FURNITURE PLANNING DESIGNER

Sr. Designer Space Planner

Sr. Commercial Office Furniture Designer/Space Planner Wanted

Office Solutions, the largest independently owned office products provider in Southern California is looking for an experienced commercial office furniture designer.

- Creative space planning and design services, using AutoCAD and Worksheet
 - Manage priorities and deadlines with the team
 - Assist with the preparation of bid and proposal packages
 - Maintain all project documents
 - Develop and offer improvements within the team/department to increase work flow, quality, consistency and accuracy
 - Build relationships with customers
 - Must have a minimum of 5 years of design experience in the contract furniture industry
 - Must be experienced in AutoCAD and Worksheet
 - Excellent time management and organizational skills
 - Effective and excellent oral and written communication skills are required for this customer facing position
 - Creative problem solving skills to resolve complex issues
- Competitive Salary Range & benefits
Complete an online application at:

<http://www.officesolutions.com/careers.html>

or via email to:

mmarsh@officesolutions.com

STUDIO PROPRIETOR

Work at Design Within Reach in Toronto

The Studio Proprietor is responsible for and provides general management of all activities within an assigned studio consistent with DWR policies and procedures. The Studio Proprietor will also will maximize Studio revenue and profits through efficient management of merchandise presentation/design excellence, employee relations issues, loss prevention, and is responsible for managing expense control goals. The Studio Proprietor sets and monitors staff goals; evaluates, coaches, hires and trains employees; and determines, manages and delegates Studio priorities. The Studio Proprietor is responsible for addressing sub-standard performance and recognizing achievement. The Studio Proprietor upholds all company standards through personal example and professional management.

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer.

Apply here:

<http://www.Click2Apply.net/437rj6s5qh>

SALES ASSISTANT

DWR is looking for Sales Assistant

The Studio Sales Assistant will be responsible for assisting with all aspects of sales operations and visual direction within the retail studio providing support to the Studio Proprietor and Studio Account Executives. The Studio Sales Assistant will assist with various projects that will help generate sales and provide exceptional customer service to all customers consistent with the Design Within Reach mission.

Responsibilities:

- Meeting and greeting all customers as they enter the studio welcoming them to Design Within Reach. This will include offering water as well as the latest DWR catalog for their perusal.
- Assist with back office Studio operations such as organizing all fabric swatch samples, keeping accurate

inventory of swatches on hand and placing timely replenishment orders.

- Maintain inventory of all Studio marketing collateral such as catalogs, sale signage, seasonal promotional items and all office supplies
- Tagging all furniture on the sales floor ensuring accurate vendor information and pricing
- Expand the customer's connection to the brand by increasing email sign-up in the studio
- Assist with My Deco presentations for customers who are interested in seeing how the products would look in their own space
- Assist in the coordination of hosting in-house Studio design related events extending DWR's reach and involvement in the local design community
- Assist in building and maintaining current relationships with Trade contacts in the local area. This would include dropping off recent catalogs, promotional items and various treats seasonally
- Assist the Studio team with building strong working relationships with customers, fellow associates and corporate contacts.
- Cooperate with fellow associates and promote a positive team spirit
- Attend studio meetings, share information amongst peers and utilize the web and catalog
- Maintain all sales operations tasks and ensure timely follow up regarding specific inquiries and issues
- Maintains the appearance of the studio and products as dictated by corporate visual directives.
- Demonstrate enthusiasm for modern design, interested in expanding current knowledge base of designers and products while keeping up on latest trends within the design industry
- Additional tasks as assigned by management

Apply Here:

<http://www.Click2Apply.net/78v8rsvqy>

STUDIO PROPRIETOR

*Design Within Reach Inc.
- Come Work With Us in
Westport, CT*

The Studio Proprietor is responsible for and provides general management of all activities within an assigned studio consistent with DWR policies

and procedures. The Studio Proprietor will also will maximize Studio revenue and profits through efficient management of merchandise presentation/design excellence, employee relations issues, loss prevention, and is responsible for managing expense control goals. The Studio Proprietor sets and monitors staff goals; evaluates, coaches, hires and trains employees; and determines, manages and delegates Studio priorities. The Studio Proprietor is responsible for addressing sub-standard performance and recognizing achievement. The Studio Proprietor upholds all company standards through personal example and professional management.

Responsibilities

- Develops, leads and motivates staff through consistent coaching, feedback, and training
- Hires/fires Account Executives and Leads
- Drives sales and service through sales team management, including goal setting, coaching, training, motivating/inspiring, development, accountability/follow-up and recognition
- Ensures consistent performance of sales team
- Responsible for ensuring sales team achieves/exceeds Studio goals
- Manages performance issues of sales team members
- Manages expense control goals
- Ensures Studio represents the best in design through visual directives, presentation and general house-keeping standards
- Maximizes sales and profitability through interpretation of visual objectives and directives (regular, promotional, etc.) to create a strong visual impact
- Conducts trade visits and in home residential consultations
- Protects company assets and minimizes loss by ensuring compliance with loss prevention and safety standards. Ensures all studio procedures are followed.
- Manages all procedures to maximize profit (e.g., scheduling, shipment receiving, processing, transfer, and control, controllable expense and supply management)
- Resolves employee relations issues of sales team members in a timely manner, partnering with HR
- Maintains a positive and productive work environment

- Builds positive working relationships with studio team, Area Manager and Regional VP to share business insights and best practices to develop strategies and grow the business

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer.

Apply Here:

<http://www.Click2Apply.net/66t783xng4>

TERRITORY SALES REPRESENTATIVE

Territory Sales Representative

The Territory Sales Representative will be responsible for representing Wieland products to the healthcare market in Arizona and New Mexico territory. Our products are promoted directly to end-user facilities in conjunction with furniture dealerships and architectural and design firm who specify healthcare projects. The Healthcare Account Manager will be responsible for establishing and maintaining relationships with all buying influences within the healthcare facility, dealerships and A&D firms.

Equal Opportunity/Affirmative Action Employer M/F/Disabled/Veteran

Contact:

mschwaiger@saudermfg.com

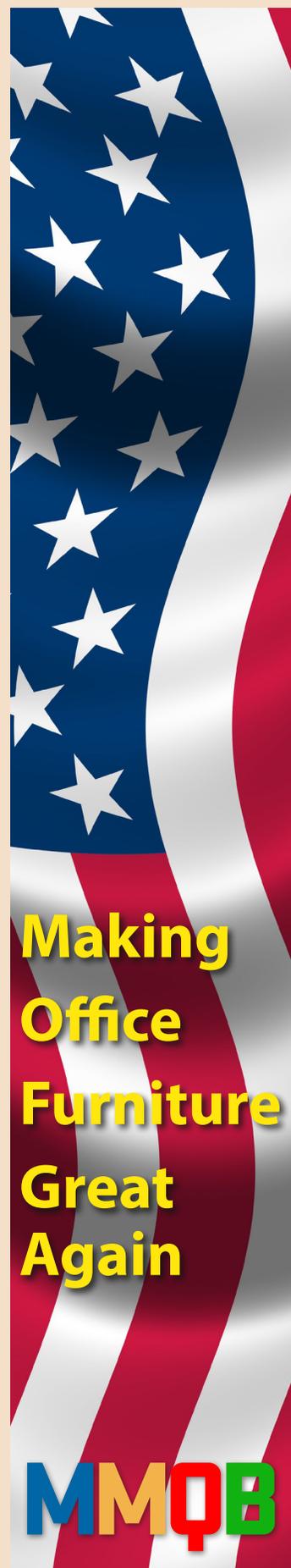
CONTRACT & HOSPITALITY SALES REPRESENTATIVE

Design Within Reach makes authentic modern design accessible. When DWR was founded in 1998, classics were very difficult to find.

DWR Contract is seeking a customer-centric, results-oriented salesperson for the D.C. market. Passion for design is a must, as is a dedication to providing ideal solutions for your clients.

JOB RESPONSIBILITIES:

- Achieve sales goals established by the leadership team
- Develop and maintain a thorough knowledge of the history, design, construction, and details of DWR products and company
- Identify and develop qualified sales leads
- Develop outbound marketing initiatives ensuring the pipeline is developed to achieve sales goal



- Strengthen DWR brand within A&D firms, as well as contract dealers
 - Drives specifications within A&D firms – point of contact for assigned A&D firms
 - Ensures seamless A&D coverage with distribution across assigned region/market
 - Drives A&D business development within assigned region/markets – monitor and track opportunities
 - Attend trade shows, sales meetings and vendor training
 - Provide design assistance and advice as necessary for choosing fabrics, finishes, colors COM, COL and knowledge of vendor requirements for assigned A&D firms
 - Coordinate with Contract Ops and CS teams to answer questions and provide project updates
 - Develop and maintain procedures for all operational points of sale
 - Plan and coordinate sales efforts with Contract Ops and CS teams to maximize sales scalability and the sales pipeline
 - With management, develop strategic long-term plans and coordination for contract sales division
 - Provides timely accurate reporting as required by the leadership team
 - Performs additional responsibilities as requested
- JOB REQUIREMENTS**
- Advanced selling skills, account penetration, strategic selling, negotiation, closing and the ability to think strategically
 - Must have strong organizational and problem solving skills as well as the ability to collaborate and negotiate
 - Must be able to work in a fast-paced, changing environment, at all levels of the organization and be able to build long term relationships at assigned A&D firms and commercial dealers
 - Demonstrate high level of integrity and business ethics
 - Associate, B.S. or B.A degree or equivalent experience
 - 5 years experience or education in design or architecture
 - 5 years experience in a commission based selling environment
 - Has an understanding and passion for modern design principles
 - Results oriented, able to set and achieve goals for self
 - Will provide outstanding customer

service

- Ability to prioritize, delegate and follow-up
 - Communicates effectively across all levels, in both written and verbal form
 - Makes timely and effective decisions
 - Action oriented, works with a sense of urgency
- Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (Minorities/Women/Veterans/Disabilities).

Apply Here:
<http://www.Click2Apply.net/c4x5dcgng2>

STUDIO PROPRIETOR

Design Within Reach Inc. is looking for Studio Proprietor

The Proprietor will direct all activities required to achieve sales, service, merchandise presentation/design excellence, human resource management, loss prevention, and expense control goals. The Studio Proprietor sets and monitors own and staff goals; determines, manages, and delegates Studio priorities; evaluates, coaches, and trains employees. The Proprietor is responsible for addressing sub-standard performance and recognizing achievement. The Studio Proprietor upholds all company standards through personal example and professional management.

Specific Responsibilities Include:

- Sales Generation**
- Drives sales and service through goal setting, coaching, motivating/inspiring, development, accountability/follow-up and recognition.
 - Ensures consistent performance of self and staff.
 - Achieves Studio goals:
 - Leads sales efforts to achieve Studio profit.
 - Ensures Studio represents the best in design through presentation and house-keeping.
 - Maximizes sales and profitability through interpretation of visual objectives and directives (regular, promotional, etc.) to create a strong visual impact.
- Loss Prevention:**
- Ensures the Studio is in compliance with loss prevention and safety procedures.
- Operations and Systems**
- Manages all procedures to maxi-

mize profit (e.g., scheduling, shipment receiving, processing, transfer, and control, controllable expense and supply management).

Statistical Plans

- Meets or exceeds all Studio financial plans.
- Develops a capable and competent staff.

Work Environment/Staff Development:

- Maintains a positive and productive work environment.

Requirements

- Understanding and passion for modern design principles
- Results oriented, able to set and achieve goals for self and others
- Ability to provide outstanding customer service and serve as a role model for customer service to staff
- Knowledge of visual presentation techniques
- Ability to prioritize, delegate and follow-up
- Outstanding communication skills, in both written and verbal form
- Ability to make timely and effective decisions; can self motivate and self direct
- Experience recruiting, training and developing staff
- Action oriented and works with a sense of urgency
- Recognizes strong performance and addresses poor performance in a timely manner.

• Works well with others, enjoys building relationships and teams

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (minorities/women/veterans/disabilities).

Apply Here:
<http://www.Click2Apply.net/d8x33x4pqx>

ACCOUNT EXECUTIVE

Work for Design Within Reach

The Studio Account Executive is responsible for generating sales and providing exceptional service to all customers consistent with the Design Within Reach mission.

Responsibilities include:

- Sales generation: meet or exceed personal and Studio sales goals.**
- Expand the customer's connection to the brand by increasing email sign-up in the studio
 - Prospect for new business on

a weekly basis utilizing company programs and tools

- Use product information and design knowledge to show and explain merchandise features and benefits
 - Help customers in a courteous, knowledgeable, and genuinely interested manner
 - Suggest additional items based on assessing customer needs
 - Close the sale, writing a quote and following up with customer
 - Assist in the coordination of hosting a minimum of 4 design related events per year and extending DWR's reach and involvement in the local design community
 - Handle all merchandise returns and customer problems/complaints in a positive manner
 - Enter customer orders according to company policy and procedure.
 - Product knowledge: develop and maintain a thorough knowledge of Design Within Reach products.
 - Read all communication and materials on product forwarded from corporate offices
 - Demonstrate an enthusiasm for design, including designers and the design industry
 - Attend studio meetings, share information amongst peers and utilize the web and catalog
- Merchandising: assist in maintaining the Studio's design and housekeeping standards.**
- Assist in floor and fixture changes
 - Receive process and ship product as necessary
 - Utilize the visual standards guidelines to ensure studio meets company standards at all times
 - Maintain a clean work space, back room and restroom
 - Support basic maintenance of the studio (light bulb replacement, painting)
 - Loss prevention: practice awareness of and compliance with loss prevention and safety procedures.
 - Contact Proprietor or Area Manager should any internal or external loss prevention or safety situation arise or be suspect
 - Working relations: work well with customers, fellow associates and corporate contacts.
 - Take initiative to fulfill customer needs in a timely and appropriate manner
 - Cooperate with fellow associates and promote a positive team spirit

- Follow company policies and procedures including attendance, personal conduct, dress code and employee discount
 - Communicate constructively and objectively with corporate offices when resolving customer issues
- Experience:
- Previous experience or education in interior design or architecture preferred
 - Superior communication skills, both verbal and written
 - Ability to identify customer needs and problem solve, to understand and explain product features and benefits
 - Design Savvy
 - Retail Experience
 - Experience with a POS system and proficient with MS Office software and web navigation
 - Able to routinely move objects weighing over 20 pounds, and to understand and properly use a hand truck, carpentry tools, ladders, and other basic materials required in merchandising the Studio
 - Attention to detail and outstanding problem-solving skills
- Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (minorities/women/veterans/disabilities).
- Apply Here:
<http://www.Click2Apply.net/qnqbjzhmcs>

SALES ASSISTANT

Come work in Design Within Reach Inc.

The Studio Sales Assistant will be responsible for assisting with all aspects of sales operations and visual direction within the retail studio providing support to the Studio Proprietor and Studio Account Executives. The Studio Sales Assistant will assist with various projects that will help generate sales and provide exceptional customer service to all customers consistent with the Design Within Reach mission.

Responsibilities:

- Meeting and greeting all customers as they enter the studio welcoming them to Design Within Reach. This will include offering water as well as the latest DWR catalog for their perusal.
- Assist with back office Studio operations such as organizing all fabric swatch samples, keeping accurate

inventory of swatches on hand and placing timely replenishment orders.

- Maintain inventory of all Studio marketing collateral such as catalogs, sale signage, seasonal promotional items and all office supplies
 - Tagging all furniture on the sales floor ensuring accurate vendor information and pricing
 - Expand the customer's connection to the brand by increasing email sign-up in the studio
 - Assist with My Deco presentations for customers who are interested in seeing how the products would look in their own space
 - Assist in the coordination of hosting in-house Studio design related events extending DWR's reach and involvement in the local design community
 - Assist in building and maintaining current relationships with Trade contacts in the local area. This would include dropping off recent catalogs, promotional items and various treats seasonally
 - Assist the Studio team with building strong working relationships with customers, fellow associates and corporate contacts.
 - Cooperate with fellow associates and promote a positive team spirit
 - Attend studio meetings, share information amongst peers and utilize the web and catalog
 - Maintain all sales operations tasks and ensure timely follow up regarding specific inquiries and issues
 - Maintains the appearance of the studio and products as dictated by corporate visual directives.
 - Demonstrate enthusiasm for modern design, interested in expanding current knowledge base of designers and products while keeping up on latest trends within the design industry
 - Additional tasks as assigned by management
- Required Skills:
- 1-2 years experience in Interior Design, Architecture, or related fields
 - Strong organizational and time management skills
 - Detail and process oriented – always willing to “go the extra mile”
 - Posses outstanding problem-solving skills; follow through skills and is resourceful and creative.
 - Exceptional communication skills, both verbal and written; conveys information in a clear and concise

manner; asks appropriate probing questions.

- Exceptional customer service skills with a “go the extra mile” mentality
 - Team player. Cooperative, easily gains trust and support of peers and encourages collaboration.
 - Interested in self-development and is committed to continuous self improvement
 - Able to work evenings and weekends as needed
 - PC proficiency, MS Word, Excel, PP, Outlook and Internet
- Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (minorities/women/veterans/disabilities).
- Apply Here:
<http://www.Click2Apply.net/cvs4gwcb7f>

STUDIO PROPRIETOR/ STORE MANAGER

The Studio Proprietor is responsible for and provides general management of all activities within an assigned studio consistent with DWR policies and procedures.

The Studio Proprietor will also will maximize Studio revenue and profits through efficient management of merchandise presentation/design excellence, employee relations issues, loss prevention, and is responsible for managing expense control goals. The Studio Proprietor sets and monitors staff goals; evaluates, coaches, hires and trains employees; and determines, manages and delegates Studio priorities. The Studio Proprietor is responsible for addressing sub-standard performance and recognizing achievement. The Studio Proprietor upholds all company standards through personal example and professional management.

Responsibilities

- Develops, leads and motivates staff through consistent coaching, feedback, and training
- Hires/fires Account Executives and Leads
- Drives sales and service through sales team management, including goal setting, coaching, training, motivating/inspiring, development, accountability/follow-up and recognition
- Ensures consistent performance of

sales team

- Responsible for ensuring sales team achieves/exceeds Studio goals
 - Manages performance issues of sales team members
 - Manages expense control goals
 - Ensures Studio represents the best in design through visual directives, presentation and general house-keeping standards
 - Maximizes sales and profitability through interpretation of visual objectives and directives (regular, promotional, etc.) to create a strong visual impact
 - Conducts trade visits and in home residential consultations
 - Leads sales efforts to achieve studio sales goals/profit targets
 - Protects company assets and minimizes loss by ensuring compliance with loss prevention and safety standards. Ensures all studio procedures are followed.
 - Manages all procedures to maximize profit (e.g., scheduling, shipment receiving, processing, transfer, and control, controllable expense and supply management)
 - Resolves employee relations issues of sales team members in a timely manner, partnering with HR
 - Maintains a positive and productive work environment
 - Builds positive working relationships with studio team, Area Manager and Regional VP to share business insights and best practices to develop strategies and grow the business
- Requirements
- Design, Architecture or related field of study.
 - Valid state driver's license and good driving record
 - Minimum 5 to 7 years of successful Sales Leadership experience, demonstrating a proven track record of leadership success and knowledge of the retail industry.
 - Excellent verbal, written, organizational, and interpersonal communication skills with strong emphasis on listening; demonstrated people management skills, and the ability to work/contribute in a team environment.
 - Demonstrated design skills/background and a passion for the design profession and other creative pursuits.
 - Demonstrated high personal performance standards, integrity,

business ethics, the desire and ability to continuously learn, and must be results-oriented (i.e., holding oneself accountable for results), as well as the ability to gain a high level of confidence from subordinates, peers, and a large number of customers.

- Must be financially literate, possess business acumen, and able to manage budgetary concerns.
- Ability to effectively use office automation, communication, software, and tools used in the Design Within Reach office environment.
- Ability to lift up to 50lbs while utilizing appropriate equipment and safety techniques.

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer.

Apply Here:

<http://www.Click2Apply.net/r3k7y2777g>

SALES ASSISTANT

Sales Assistant-Design Within Reach Inc.

The Studio Sales Assistant will be responsible for assisting with all aspects of sales operations and visual direction within the retail studio providing support to the Studio Proprietor and Studio Account Executives. The Studio Sales Assistant will assist with various projects that will help generate sales and provide exceptional customer service to all customers consistent with the Design Within Reach mission.

Required Skills:

- 1-2 years experience in Interior Design, Architecture, or related fields
 - Strong organizational and time management skills
 - Detail and process oriented – always willing to “go the extra mile”
 - Posses outstanding problem-solving skills; follow through skills and is resourceful and creative.
 - Exceptional communication skills, both verbal and written; conveys information in a clear and concise manner; asks appropriate probing questions.
 - Exceptional customer service skills with a “go the extra mile” mentality
- We are an equal opportunity employer (minorities/women/veterans/disabilities).

Apply Here:

<http://www.Click2Apply.net/9nrvfg895x>

SALES SUPPORT ASSOCIATE (HOUSTON, TX)

Join the SitOnIt and IDEON Sales Team!

Exemplis, manufacturer of SitOnIt and IDEON seating, is seeking a Sales Support Associate for various administrative and sales support functions related to the South Texas \ Alabama Sales Team. Activities will include supporting the Director and four Sales Reps as well as interfacing with Commercial Furniture Dealerships, Design Firms and End-users. Other activities will include working with our Product Sample Delivery Service and our Warehouse in Houston, TX. These functions will include some local travel within the Houston Area.

- Minimum 3 years sales support experience, commercial furniture industry knowledge and experience (preferred)
- High School Diploma or Equivalent, College Degree preferred
- Able to work in a fast-paced, high-performance sales environment, both independently and as a team

Company URL:

www.sitonit.net

www.ideondesign.com

Please submit your resume to:

skim@exemplis.com

GAR PRODUCTS SEEKS REGIONAL MANAGER

Join a 60 year old Furniture Industry Leader

Central Regional Sales Director

GAR Products is an industry leading manufacturer providing indoor and outdoor seating solutions to restaurant and hospitality accounts nationwide. Gar Products is a 60 year old, 3rd generation family run business with loyal customers around every corner. Our customer's know us by the quality we deliver and the service we provide, from our extensive catalog inventory to custom manufacturing and international product sourcing. .

We are seeking a Regional Sales Director to join our sales team. Our ideal candidate would fit well in the above-mentioned environment and be outgoing, well organized, customer service oriented, and able to manage a varied set of tasks efficiently. Related furniture experience and a four-year college degree or equivalent experience are required. Primary responsibilities include:

You can see GAR Products at:

www.garproducts.com

Contact David McAllister, VP Sales about the position at:

dmcallister@garproducts.com

subject line MMQB Central Regional Director

STUDIO LEAD

Scottsdale, AZ

The Studio Lead will work closely with the Studio Proprietor to ensure consistency in messaging overall studio results. In the absence of the Proprietor, the Studio Lead will provide leadership and support to the studio team. The Studio Lead will also be responsible for generating sales and providing exceptional service to all customers consistent with the Design Within Reach mission.

Responsibilities include:

- Sales generation: meet or exceed personal and Studio sales goals.
 - Expand the customer's connection to the brand by increasing email sign-up in the studio
 - Prospect for new business on a weekly basis utilizing company programs and tools
 - Use product information and design knowledge to show and explain merchandise features and benefits
 - Help customers in a courteous, knowledgeable, and genuinely interested manner
 - Suggest additional items based on assessing customer needs
 - Close the sale, writing a quote and following up with customer
- Experience:
- Previous experience or education in design or architecture preferred
 - Superior communication skills, both verbal and written
 - Ability to identify customer needs and problem solve, to understand and explain product features and benefits
 - Design Savvy
 - Retail Experience
 - Experience with a POS system and proficient with MS Office software and web navigation
 - Able to routinely move objects weighing over 20 pounds, and to understand and properly use a hand truck, carpentry tools, ladders, and other basic materials required in

merchandising the Studio

- Attention to detail and outstanding problem-solving skills
- Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (minorities/women/veterans/disabilities).

Apply Here:

<http://www.Click2Apply.net/sctbc4q3m6>

ACCOUNT EXECUTIVE - SCOTTSDALE, AZ

Design Within Reach

The Studio Account Executive is responsible for generating sales and providing exceptional service to all customers consistent with the Design Within Reach mission.

Responsibilities include:

Sales Generation:

- Meet or exceed personal and Studio sales goals
 - Expand the customer's connection to the brand by increasing email sign-up in the studio
 - Prospect for new business on a weekly basis utilizing company programs and tools
 - Use product information and design knowledge to show and explain merchandise features and benefits
 - Help customers in a courteous, knowledgeable, and genuinely interested manner
 - Suggest additional items based on assessing customer needs
 - Close the sale, writing a quote and following up with customer
 - Assist in the coordination of hosting a minimum of 4 design related events per year and extending DWR's reach and involvement in the local design community
 - Handle all merchandise returns and customer problems/complaints in a positive manner
 - Enter customer orders according to company policy and procedure.
 - Product knowledge: develop and maintain a thorough knowledge of Design Within Reach products.
 - Read all communication and materials on product forwarded from corporate offices
 - Demonstrate an enthusiasm for design, including designers and the design industry
 - Attend studio meetings, share information amongst peers and utilize the web and catalog
- Merchandising:

- Assist in maintaining the Studio's design and housekeeping standards
- Assist in floor and fixture changes
- Receive process and ship product as necessary
- Utilize the visual standards guidelines to ensure studio meets company standards at all times

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (Minorities/Women/Veterans/Disabilities).

Apply Here:
<http://www.Click2Apply.net/xs5kxk2wgk>

ACCOUNT EXECUTIVE - PALO ALTO, CA

The Studio Account Executive is responsible for generating sales and providing exceptional service to all customers consistent with the Design Within Reach mission.

Responsibilities include:

Sales Generation:

- Meet or exceed personal and Studio sales goals
- Expand the customer's connection to the brand by increasing email sign-up in the studio
- Prospect for new business on a weekly basis utilizing company programs and tools
- Use product information and design knowledge to show and explain merchandise features and benefits
- Help customers in a courteous, knowledgeable, and genuinely interested manner
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Merchandising:

- Assist in maintaining the Studio's design and housekeeping standards
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 - Contact Proprietor or Area Manager should any internal or external loss prevention or safety situation arise or be suspect
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 - Take initiative to fulfill customer needs in a timely and appropriate manner
 - Cooperate with fellow associates and promote a positive team spirit
 - Follow company policies and procedures including attendance, personal conduct, dress code and employee discount
 - Communicate constructively and objectively with corporate offices when resolving customer issues
- Experience:
- Previous experience or education in interior design or architecture preferred
 - Superior communication skills, both verbal and written
 - Ability to identify customer needs and problem solve, to understand and explain product features and benefits
 - Design Savvy
 - Retail Experience
 - Experience with a POS system and proficient with MS Office software and web navigation
 - Able to routinely move objects weighing over 20 pounds, and to understand and properly use a hand truck, carpentry tools, ladders, and other basic materials required in merchandising the Studio

- Attention to detail and outstanding problem-solving skills

Design Within Reach is committed to diversity and inclusion. We are an equal opportunity employer (minorities/women/veterans/disabilities).

Apply Here:
<http://www.Click2Apply.net/x7v5wsp6sf>

WORKSPACE HIRING TOP SALES REPS

Join Workspace--Best Team in the Southwest!

Workspace Marketing Group is growing! Become part of a great team of sales professionals servicing the Southwest! Workspace is a manufacturer's rep group with a strong brand portfolio. We are looking for multiple positions in Texas, OK and LA/MS.

If you want to be part of a successful team and have 5+ years of experience in Contract/Commercial furniture sales, you are driven by the direct rewards of hard work through commissioned sales, have strong communication skills and want to be part of a team where your input is vital to our continued success--Contact us! Please send your resume and interest to:

tim.k@workspacemarketing.com

CONTRACT & HOSPITALITY SALES REPRESENTATIVE - MIDWEST

Design Within Reach makes authentic modern design accessible.

When DWR was founded in 1998, classics were very difficult to find. The company changed that by making innovative works from iconic designers accessible for the first time, and it's continued to provide the best in modern design ever since. Offering authentic commercial-quality furniture that upholds the tenets of good design is at the foundation of DWR's contract business. The company has been devoted to fulfilling the needs of architects, designers, dealers, developers, property owners and others since it's founding.

DWR Contract is seeking a customer-centric, results-oriented salesperson for the Midwest market. Passion for design is a must, as is a dedication

to providing ideal solutions for your clients.

JOB RESPONSIBILITIES:

- Achieve sales goals established by the leadership team
- Develop and maintain a thorough knowledge of the history, design, construction, and details of DWR products and company
- Identify and develop qualified sales leads
- Develop outbound marketing initiatives ensuring the pipeline is developed to achieve sales goal
- Strengthen DWR brand within A&D firms, as well as contract dealers
- Drives specifications within A&D firms – point of contact for assigned A&D firms
- Ensures seamless A&D coverage with distribution across assigned region/market
- Drives A&D business development within assigned region/markets – monitor and track opportunities
- Attend trade shows, sales meetings and vendor training
- Provide design assistance and advice as necessary for choosing fabrics, finishes, colors COM, COL and knowledge of vendor requirements for assigned A&D firms
- Coordinate with Contract Ops and CS teams to answer questions and provide project updates
- Develop and maintain procedures for all operational points of sale
- Plan and coordinate sales efforts with Contract Ops and CS teams to maximize sales scalability and the sales pipeline
- With management, develop strategic long-term plans and coordination for contract sales division
- Provides timely accurate reporting as required by the leadership team
- Performs additional responsibilities as requested

Apply Here:

<http://www.Click2Apply.net/fwkscnxnz>