

## SPACE.THEORY

### **SENIOR BUSINESS DEVELOPMENT & SALES LEADER, NEW YORK CITY**

Space Theory, Henrybuilt's next-gen performance kitchen system company is coming to New York! We are seeking a passionate, entrepreneurial-minded leader to grow our presence and represent our innovative products in the New York market.

You will be a key part of a dynamic company that leverages the foundation of Henrybuilt (the first American designed and manufactured system kitchen company) and the power of our own proprietary technology, to make design simpler, faster and more accessible to achieve an incredibly high quality, refined and uniquely functional kitchen. This is an exciting opportunity to join a growing company at an inflection point- a company with a distinctive combination of tech, architecture and design. We are committed to fostering the best creative work in a culture that stresses a non-hierarchical collaborative atmosphere, with ample opportunities and pathways to contribute and grow your career.

Based out of the Henrybuilt Studio in New York, this leader will:

- Cultivate existing and new relationships with architects, designers, and contractors to ensure a strong flow of quality, well-aligned projects for the company.
- Represent Space Theory to sophisticated homeowners, guiding them through the process of understanding what Space Theory offers and illustrating how our approach makes it easier to achieve an exceptional performance kitchen.
- Work with the ST and HB teams to activate, leverage and manage our studio and build industry connections.
- Generate sales results that support the fast-paced, innovative growth of the company.
- Use our proprietary Design Engine software to design plans and generate proposals that ignite the client vision to close the sale.
- Assist finalizing detailed floor plans with clients and our design engineering team to prepare projects for production. Remain involved in the full cycle of a project from first contact through installation ensuring a delighted client in the process.

Success in this role requires:

- A strategic, entrepreneurial-minded, creative thinker. A self-starter with a minimum of 5 years experience in a design related field either growing an existing business or creating and growing your own business
- Experience interacting with trade and design-minded clients, communicating a high level of system thinking, design sensibility and understanding.
- Motivation to work with individual clients to figure out their needs, educating them on how Space Theory can help achieve exceptional results.
- Proven experience creating and implementing successful trade oriented events and partnerships.
- A demonstrated ability to successfully work with a myriad of personalities, situations, and goals.
- Active participation in the NYC Design, Architecture, or related communities.
- Exceptional written and verbal communication skills; sketching ability a plus though not required.
- Experience with Autocad to enable a fast ramp up using our Design Engine software is a plus but not required.
- Kitchen system design experience is a big plus but not required.
- Proven ability to manage multiple priorities and projects at one time and effectively switch from one to another in an organized way.

Space Theory operates offices and showrooms in Seattle and will soon open in New York, Mill Valley & Los Angeles. All of our products are built in our production facility in Seattle.

Please send your resume and cover letter to [michelle@spacetheory.com](mailto:michelle@spacetheory.com)