

# SPACE.THEORY

## **SENIOR DESIGN & SALES LEADER, San Francisco Bay Area**

Space Theory, Henrybuilt's next-gen performance kitchen system company is seeking an individual passionate about design, sales and the client experience to lead and grow our presence in the Pacific Northwest 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 showroom in Mill Valley, CA this design and sales 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 showroom and build industry connections.
- Generate sales results that support the fast-paced, innovative growth of the company.
- Develop preliminary floor plans and proposals that ignite the client vision to close the sale.
- Finalize detailed floor plans with clients and 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.
- Independently move projects forward in a systematic, well managed process.

- Coordinate with internal design, engineering, and production teams to accurately prepare files for production.

Success in this role requires:

- A strategic, business-minded, creative thinker. A self-starter with a minimum of 2 years experience in a client-facing design role with preference to kitchen design.
- 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.
- A demonstrated ability to successfully work with a myriad of personalities, situations, and goals.
- Active participant in Design, Architecture, or related communities.
- Exceptional written and verbal communication skills; sketching ability a plus though not required.
- Experience generating system kitchen product specifications, including the integration of appliances a big +.
- Ability to manage multiple priorities and projects at one time and effectively switch from one to another in an organized way.
- High level of proficiency with Autocad or similar required in order to enable a fast ramp up using our Design Engine software.
- Strong communication skills and a natural ability to develop good work relationships.
- Bachelor's degree in architecture, interior design or industrial design.

Space Theory operates offices and showrooms in Seattle, Los Angeles and New York and will soon open in Austin & San Francisco. 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)