

The Architectural Sales Specialist (Architectural Consultant) at Won-Door Corporation will focus on increasing architectural specifications of Won-Door products to drive sales growth. This role centers on building strong partnerships with architects, owners, and design professionals to educate and promote the incorporation of Won-Door's commercial solutions into project specifications. The position combines technical expertise, marketing strategy, and direct client engagement to optimize product adoption throughout the project lifecycle.

This position will be responsible for the state of Florida / you must live in the state / there is not relocation assistance available.

### **Key Responsibilities**

- Develop and maintain strong relationships with targeted architectural firms in coordination with the commercial solutions sales team.
- Optimize product specifications to increase specification rate and promote full product offerings for projects.
- Interact directly with owners during project development to provide design guidance and consultation.
- Support architects during the design phase through technical capability and collaboration.
- Maximize efficiency and collaboration with installers and contractors during project execution.
- Deliver technical product presentations, including AIA-accredited sessions, to educate architects.
- Create engaging educational tools such as videos, presentations, and whitepapers for the architectural community.
- Ensure that product documentation is accessible and optimized for use by architects.
- Monitor industry trends to inform internal pipeline development and product positioning.
- Travel frequently to represent Won-Door in a professional and effective manner.
- Maintain and manage customer relationships through CRM systems.
- Contribute to the creation and improvement of sales strategies targeting architectural specification.

### **Skills & Abilities**

- Strong communication, interpersonal, and organizational skills.
- Technical proficiency with MS Office, AutoCAD, Revit, AutoDesk, and other architectural design tools.
- Ability to manage time efficiently and work independently in a remote setting.
- Effective team player with a proactive work ethic and professional demeanor.
- Demonstrated ability to give compelling individual and group presentations.
- Proficiency in CRM tools and specification workflow management.

## **Certificates, Licenses, Registrations**

None required. AIA certification or equivalent is preferred.

## **Education**

- Bachelor's Degree in Architecture or a related discipline is required.
- Minimum of 5 years of experience in writing and modifying architectural specifications.
- Experience with commercial building components and architectural cladding preferred.
- Proven sales experience with strong problem-solving and decision-making skills preferred.

## **Work Environment**

This position is primarily remote with frequent travel to architectural firms, job sites, and client offices. The role requires a professional presence and the ability to manage work in varying environments, including corporate settings, trade shows, and construction sites.

## **APPLY**

[\*\*Architect Sales Specialist \(Architectural Consultant\) - Overhead Door Careers\*\*](#)