



Distributor Service Inc.

WHOLESALE TO CABINET & WOODWORKING MANUFACTURERS

Specifications Representative (DET)

Distributor Service, Inc. is an industrial distributor wholesaler of decorative hardwood plywood, hardwood lumber, thermally fused melamine, high pressure laminate, wood finishes and stains, solid surfaces and other professional woodworking supplies. DSI is a distributor of these products to cabinetmakers, architectural designers and other professional woodworkers.

DSI has an exciting opportunity to join our growing team as a Specifications Representative in our Detroit, MI location. The Specification Representative works collaboratively to secure Laminate and Solid Surfaces product specifications within a defined distribution market area. They are also responsible for updating and maintaining product libraries, as well as building strong relationships with the Architectural and Design Community.

Responsibilities include:

- Develop and maintain relationships within the Architecture, Design, & Construction community.
- Work with architects & designers on specifications and approval of products.
- Follow up with clients and serve as technical consultant to ensure customer satisfaction.
- Project Targeting & Tracking.
- Territory Management.
- Networking to include actively participate in industry associations (ASID, IIDA or NEWH), and participate in industry trade shows and networking events.

Specification Representative Minimum Qualifications:

- Bachelor's Degree in Architecture, Interior Design or related field
- 1-3 years' experience working with Architects and/or Designers or related experience
- Strong attention to detail
- Strong verbal and written communication skills
- Independent judgment and initiative

The position is a full-time position, and DSI offers an excellent compensations and benefit package to include Medical, Dental, Vision, Life and 401(k) Plan.