

Specifications Representative, Detroit, MI

Distributor Service, Inc. is an industrial distributor wholesaler of decorative hardwood plywood, hardwood lumber, thermally fused melamine, particleboard, medium density fiberboard, high pressure laminate, wood finishes and stains, solid surfaces, and other professional woodworking supplies. These products are distributed to cabinetmakers, millwork casework wood shops, Institutional Case Goods, architectural designers, and other professional woodworkers. DSI has an excellent opportunity for a Specifications Representative and for someone who wishes to grow within a dynamic, and growing organization.

#### Responsibilities & Duties

- Work collaboratively to secure Laminate and Solid Surfaces product specifications within a defined distribution market area
- 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 – Follow up on MFG samples leads to obtain project detail and scope
- Territory Management - Updating and maintaining product libraries
- Networking - Actively participate in industry associations (ASID, IIDA or NEWH), and participate in industry trade shows and networking events

#### Qualifications:

- Bachelor's Degree in Architecture, Interior Design, or related field
- 1-3 years' experience working with architects and/or Designers or related experience
- Good attention to detail
- Great oral and written communication skills
- Independent judgement and initiative
- Excellent Customer Service skills

#### DSI Offers our Employees:

- Competitive Hourly Wage
- Excellent Medical, Dental, and Vision Benefits
- Flexible Spending Savings Account
- Life Insurance both basic and voluntary
- 401K with Safe Harbor Match