



Do you excel at creating customer relationships?
Experienced at selling to architects, designers, facility managers, and general contractors?
Are your results oriented in your sales?

**Architectural Specification Sales Consultant
Maywood, IL & White Bear Lake, Minnesota**

We are Aetna Building Solutions, one of the Midwest's largest distributors of building products. We supply decorative surfaces, composite, plywood, hardwood lumber, and hardware to our dedicated customers. We are known for our quality products, understanding our customer's needs, and immediate delivery. We have 5 warehouses throughout the Midwest and over 135 employees. Our corporate office is located in Maywood, IL. Learn more about us at <http://AetnaPlywood.com>

In this position you will utilize your communication skills to represent the company and our products while developing relationships with architects, designers, specification writers, kitchen & bath dealers, facility managers, owners, general contractors and other industry influencers. The market focus is healthcare, education, foodservice, retail, hospitality, corporate, government, multi-family, and kitchen & bath. You will engage in demand-creation activities to generate product and company awareness and product specifications for our decorative surfaces product portfolio.

This position will be ideal for you, if you have:

- A Bachelor's degree or equivalent
- At least three years of experience in a similar role
- Excellent communication skills, both written and verbal
- Good organizational skills
- Comfortable with technology and learning new programs

Maywood, IL
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Rockford, IL 61104
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Indianapolis, IN 46219
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F 317.356.3503

White Bear Lake, MN
4250 Otter Lake Rd.
White Bear Lake, MN 55110
P 651.407.2800
F 651.407.2801

Horn Lumber
4700 West 19th St.
Cicero, IL 60804
P 773.847.7397
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