



Director, Industry Partnerships

Location: Washington, DC

Type: Full Time/Exempt

Are you inspired by the possibility of working with the largest community of designers in the world? Do you have proven expertise in sales, account management, relationship management, or business development in the A&D space? Join our Membership and Industry Partnerships team at the American Society of Interior Designers as we continue to innovate for the benefit of our members in the interior design industry. ASID represents 25,000 members by building cross-functional and interdisciplinary relationships among designers across all specialties including design practitioners, students, manufacturers, and suppliers.

At ASID, we have worked hard in the last few years to modernize who we are and to put in place a new foundational vision that Design Impacts Lives. In 2016, ASID moved into our new headquarters in downtown Washington DC. This new and innovatively designed office space supports the health and well-being of our employees while improving our organization's productivity, engagement, and retention.

Summary

We are looking to hire a Director, Industry Partnerships who has connections to the architectural and design (A&D) community. This person will oversee the strategy and execution of our sponsorship program from a diverse set of Industry Partners that spans the A&D space as well as other associated market sectors. They will also manage business development efforts focused on penetrating new market sectors and new membership categories.

Responsibilities

We are looking for someone with a minimum of 8 years proven account and business development expertise to fulfill this salary plus incentive-based position. The candidate will fulfill the following responsibilities.

General

- Recruit new IP members with companies in the interior design and architecture spaces (e.g. lighting, flooring, furnishings) and other sectors
- Manage and achieve sales and revenue goals
- Manage a small sales and administrative team
- Collaborate strongly with Communications and Education teams in onboarding sponsors and implementing educational and trade show programs
- Develop a framework for regional and local partnerships and work with our association chapters to maximize regional and local industry partnerships



Business Development

- Create annual plans around strategic approach, sales targeting, sponsor renewals, and operations management
- Develop materials to support sales efforts, including sales prospectus, marketing collateral, presentations, proposals and agreements
- Ensure delivery of all contracted obligations leading to satisfaction with all aspects of the partnership experience
- Drive efforts for expanding membership categories (Corporate, International, Firm)

Qualifications

- Bachelor's degree with a minimum of 8 years of related experience
- Experience or knowledge within the interior design industry or related fields, preferably with established relationships in the A&D community; Ability to transform long-term relationships into mutually beneficial partnerships
- Demonstrated entrepreneurial working style and intellectual agility in senior level discussions.
- Sound business acumen and proven experience in meeting or exceeding financial goals
- A self-starter with strong written and verbal communication skills
- A strategic thinker with strong project management and problem-solving skills, as well as the ability to perform in a fast-paced, highly collaborative environment where teamwork, collegiality, and self-motivation are necessary for success
- Ability to motivate a small team of sales and support staff
- Preferred experience with member associations within the design/built environment
- Travel up to 35% percent

To Apply, please submit a cover letter, writing sample, salary requirements and resume to jobs@asid.org. Applications without submission requirements will not be considered.