



**Position Announcement
#0010-2009**

**1 Mission Drive
PO Box 390
Winnebago, NE 68071
402.878.2809
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www.hochunkinc.com**

**Job Title: Furniture Account Manager
Department All Native Solutions
Reports To: Director of Operations
Opening/Closing 8/26/09 thru 9/9/09**

SUMMARY:

As a successful Furnishings Account Manager at All Native Solutions (ANSO) you will have a fulfilling career, surrounded by talented people and supported by a very capable office solutions organization. ANSO is a provider of office supplies, technology, furniture and equipment. Create a comprehensive solution tailored to our customer's needs. Responsible for the development and execution of plans to drive new contract furniture opportunities within a market: sales calls and activities that will result in the profitable growth of furniture business within existing accounts, acquisition of new contract furniture clients, and the achievement of an annual sales goal. A Furniture Account Manager must fulfill the highest standards of integrity and accountability and is expected to make high-quality decisions in a fast-paced environment.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Demonstrated ability to build strong relationships and network with A&D community, government community, vendors, and industry related contacts.
- Ability to read blueprints and furniture layouts and specifications.
- Experience with systems furniture and other contract and mid-market furniture vendors a plus.
- Experience with Microsoft Office Suite required and experience with AutoCAD, Team Design, Giza and other industry software a plus.
- Proven written and verbal communication skills, including telephone prospecting skills.
- Strong presentation skills required both content and delivery.
- Ability to prioritize activities, manage multiple projects and priorities, determine the right tactics, and select appropriate product solutions.
- Strong customer service orientation.
- Ability to work remotely and independently, as well as work collaboratively with internal colleagues with enthusiasm and passion for growing our contract furniture business.

QUALIFICATIONS

- Bachelor's degree or equivalent combination of education and experience.
- Outside B2B sales experience including 3 years sales experience in the contract furniture industry (preferred) or outside B2B sales experience complimented by contract furniture project management and/or design experience.

Job Announcement Clearance _____ --

For information or to submit applications, contact:

HCI Human Resources
1-402-878-2809
1 Mission Drive
Winnebago, NE 68071

Under Federal Law, all qualified Indian applicants will receive preference over non-Indian applicants. In the absence of qualified Indian applicants, consideration shall be given to applicants without regards to race, color, creed, religion, sex, national origin, age, marital status or veteran status, the presence of non-related medical condition or handicap, or other legally protected status.