



Commercial Furniture & Workplace Solutions Account Manager

Build Relationships. Design Better Workplaces. Grow Your Income.

At Guernsey, we don't just sell office supplies.

We help organizations create workplaces that help employees perform at their best.

From commercial furniture and interior solutions to janitorial, breakroom, facility supplies, promotional products and workplace technology, we become a long term partner for our customers.

We're looking for an experienced Account Manager who enjoys opening new doors, building relationships and helping organizations solve workplace challenges.

If you have experience selling commercial furniture, contract interiors, workplace solutions or B2B products and services, we'd love to talk.

Why Join Guernsey?

- Family-owned company with over 50 years of success
- Strong local reputation
- Broad product portfolio creating multiple sales opportunities.
- Existing support team including customer service, and Specialists.
- Ability to sell everything a workplace needs not just one product line.
- Uncapped earning potential.
- Long term customer relationships instead of transactional selling.

What You'll Do

Develop new business throughout your territory.

Build relationships with Facilities Directors, Operations, Purchasing, HR, School Districts, Municipalities and businesses throughout Central Pennsylvania.

Identify workplace opportunities including

- Commercial Furniture
- Office Interiors
- Janitorial Facility Supplies
- Breakroom
- Promotional Products

- MRO
- Workplace Solutions

Manage projects from opportunity through implementation while working closely with our furniture design and installation teams.

Maintain existing accounts while identifying additional opportunities to expand business.

Become a trusted advisor—not simply another salesperson.

What Makes Someone Successful Here

We care more about your sales process than your industry.

The ideal candidate:

- ✓ Loves prospecting
- ✓ Enjoys asking questions
- ✓ Builds trust quickly
- ✓ Can navigate complex buying decisions
- ✓ Understands consultative selling
- ✓ Follows a disciplined sales process
- ✓ Isn't afraid of cold calling
- ✓ Wants to own a territory

Preferred Experience

Experience selling one or more of the following:

Commercial Furniture

Contract Furniture

Office Interiors

Facility Supplies

Industrial Supplies

Janitorial

Foodservice

Office Products

Industrial Distribution

B2B Outside Sales

Experience calling on:

Facilities

Operations

Purchasing

HR

Business Owners

Education

Healthcare

Municipal Government

Manufacturing

Compensation

Competitive Salary

Uncapped Commission

Benefits

Paid Time Off

401(k)

Training

Professional Development

Why Top Salespeople Stay

You won't be limited to selling one product.

You'll have the ability to help customers with virtually every aspect of their workplace while building long-term relationships that continue to grow year after year.