



Career Opportunity: VP Sales, Public Sector

POI is a workplace solutions company which focuses on creating spaces people want to go to.

Position Summary

Under the direction and guidance of the EVP Sales, the VP Sales, Public Sector is a proactive, strategic, and relationship-focused leader responsible for driving POI's growth across Healthcare, Education, and Provincial and Federal government markets.

This role establishes and executes enterprise-level strategies, leads and develops diverse sales teams, builds senior-level customer and influencer relationships, manages manufacturing partnerships, and oversees group purchasing agreements such as Capsource, Ontario Vendor of Record, and OECM.

Accountable for revenue, margin growth, customer acquisition, and sales of connected solutions, this leader drives sales efficiency and effectiveness across all verticals. Success is measured by market share growth, strengthened client relationships, and the development of high-performing sales teams across all geographies.

As a trusted cross-functional partner, the VP collaborates internally and with customers and suppliers to implement insights-led selling strategies that promote the POI brand among architects, designers, contractors, corporate real estate, and end users, ultimately increasing awareness, opportunity pipeline, and profitability. They will also be responsible for working collaboratively with POI's indigenous partner, RAMA Office Interiors LP.

Competencies

- Excellent Customer Service Skills
- Professional oral and written communication skills
- Ability to multi-task and to be flexible
- Strong organization and time management skills
- Must be self-motivated and resourceful
- Positive and professional attitude
- Personable and able to work in a team environment
- Accuracy and high attention to detail
- Ability to work well under pressure

General Responsibilities

- Determine the customer's workplace issues
- Qualify the opportunity and develop and execute an opportunity strategy
- Develop relationships with all stakeholders
- Drive brand preference to POI
- Narrow down and validate potential solutions
- Work well with internal teams to ensure projects are executed well



- Follow up on leads provided to you through POI Business Development efforts
- Position POI's Connected Solutions to prospects
- Use the Steelcase Worklife and the POI showroom as selling tools to develop sales
- Participate in sales meetings and training
- Maintain your client/prospect information in POI's Salesforce tool
- Participate in networking opportunities and industry events
- Other duties as assigned

Your Skills and Experience

- University or college education
- A minimum of 5 years' direct work experience in an external sales capacity or other related experience
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Solid experience in opportunity qualification, pre-visit planning, call control, account development, and time and territory management
- Able to build and maintain lasting relationships with customers
- Proficient with Microsoft Office (Excel, Word, PowerPoint etc.)
- Must possess a valid driver's license

Work Conditions

- POI's working environment is supportive of employee wellbeing, encourages collaboration and promotes continuous improvement on an individual and organizational basis
- Some travel to Steelcase Work Life - Toronto, client sites (throughout the GTA), etc.
- Based out of the POI LivingLAB – Toronto, Ontario

What We Offer

- Talent experience that empowers our people with unlimited opportunities to do meaningful work and to grow, learn and lead at every point in their career
- Newly designed offices that offer unique workspaces that strengthen connections and inspire innovative ways of working