



Signage Sales Consultant – Greater Seattle Area

Tube Art Group is looking for a Signage Sales Consultant for the Greater Seattle Area. Reporting directly to the Director of Business Development, this role will play a key part in growing our business, building strong client relationships, and supporting the company's mission and strategic direction. In this role, you will identify and develop new sales opportunities, strengthen relationships with prospective and existing clients, broaden the company's presence in the signage industry, and help expand market share within the assigned region. You will also help customers find signage solutions that support their needs, prepare proposals, bids, and quotes, and guide clients through the sales process from initial opportunity to successful partnership. This position requires regular in-office presence and local, in-person client engagement.

About Us

We are the largest, locally owned custom sign company in Washington. We offer a broad range of services which include the fabrication and installation of architectural signs, illuminated signs, wayfinding, placemaking and environmental & experiential graphics. In addition to sign manufacturing and installation, we offer design, permitting and project management services. Employees of Tube Art Group are associated with one of the best companies in the industry.

What You Will Do:

- Work directly with the Director of Business Development to support sales goals and business growth.
- Learn the Company's products, services, and capabilities to effectively present solutions to new customers.
- Build relationships through networking, outreach, and local in-person engagement.
- Identify new prospects, generate leads, and develop new business opportunities.
- Schedule and attend regular appointments with prospective customers.
- Prepare and support proposals, bids, quotes, takeoffs, scope clarifications, and project details for new sales opportunities and as assigned by Director of Business Development.
- Maintain accurate tracking of sales opportunities, forecasts, and follow-up activity.
- Collaborate with sales management, marketing, estimating, finance, project management, production, installation teams, and outside partners to support complete and timely proposals.
- Lead communication and coordination across internal teams to help move projects from opportunity to approval and successful delivery.
- Work with customers to obtain signed approvals for designs, proposals, and project scopes.
- Partner with Project Managers after the sale to support a smooth handoff, address questions, and help resolve scope gaps or customer concerns.
- Travel locally to job sites for meetings, surveys, installations, bid deliveries, and other project-related needs.
- Deliver excellent customer service and help ensure customer satisfaction throughout the sales process and project lifecycle.

**What success looks like in this role**

Success in this role means building a strong pipeline of new business opportunities, developing trusted relationships with prospective and new clients, and helping grow the Company's presence in the market. You are proactive in identifying leads, following up on opportunities, and moving projects through the sales process in a timely and professional manner.

You communicate clearly with customers and internal teams, provide accurate project information, and help ensure proposals, bids, and quotes are complete and well-supported. You take ownership of your customer relationships, provide excellent service, and help create a smooth transition from sale to project delivery.

A successful Signage Sales Consultant is motivated, organized, relationship-driven, and comfortable working both independently and collaboratively to meet sales goals and support customer satisfaction.

Ideal candidate profile:

- Proven ability to meet or exceed sales goals.
- Strong cold calling, networking, presentation, and negotiation skills.
- Ability to build strong relationships with new and existing clients.
- Experience managing client expectations, sales opportunities, and multiple projects at the same time.
- Ability to read and interpret architectural drawings, design intent, and construction documents.
- Strong understanding of project management principles.
- Excellent interpersonal, communication, and customer service skills.
- High integrity, confidence, a positive attitude, and a goal-oriented mindset.
- Strong time management and organizational skills, with the ability to prioritize deadlines and deliverables.
- Ability to plan weekly and monthly schedules to meet client, sales, and project timelines.
- Proficiency with computer systems and ability to learn company software programs.
- Ability to keep CRM and sales pipeline management tools accurate and up to date.
- Ability to quickly learn company products, services, and processes.
- Flexibility to adapt to company processes and changing client needs.
- A desire for self-improvement and continued professional growth.
- Valid WA State driver's license required.

Compensation:

Salary: \$50,000 annual base plus commission

Benefits:

We offer benefits package that includes medical, dental, and vision coverage, 401(k), paid time off, paid holidays, and other company-sponsored benefits and programs.

More about us:

The pillars we use to guide decision making can be found in our vision, mission and values.



Vision: To help people enjoy, identify, and navigate the spaces around them.

Mission: To craft complete branding and signage solutions that align people with the space they are in.

Values:

Forward Thinking: We use our strategic approach, vision, innovation, and adaptability to effectively navigate the ever-changing needs of our employees, clients, and our partners.

Authentic: We genuinely care about our work, each other, our clients, and our partners. Regardless of the challenges we face, we abide by our strong moral principles and always do the right thing.

Collaborative: We leverage the strengths of our employees, clients, and partners to deliver exceptional products and services that represent all facets of our company. We believe that when we bring diverse minds together, we create timeless products and achieve higher levels of success.

Dedicated: We have an unwavering commitment and devotion to our company, our clients, our partners, and each other.

Expertise: Our team demonstrates exceptional competence, mastery in our craft, and proven problem-solving techniques to deliver an extraordinary product.

TAG is an Equal Opportunity Employer. If you need reasonable accommodation during the application or interview process, please let us know.