https://bellia.net/job/workplace-consultant-account-manager/

Workplace Consultant / Account Manager

Hiring organization
Bellia Interiors Group

Employment Type
Full-time

Job Location
New Jersey & Pennsylvania. Hybrid / field-based position with client travel and periodic visits to our Woodbury, NJ headquarters.

Date posted
November 2, 2026

Description

Build relationships. Develop solutions. Create better spaces.

Bellia Interiors Group is seeking a motivated Workplace Consultant / Account Manager to join our growing team.

In this role, you'll work directly with clients to help design, furnish, and transform their spaces. Our projects include corporate offices, educational facilities, municipal buildings, healthcare environments, and other commercial interiors.

This is a consultative sales and account management position focused on understanding client needs, developing solutions, managing opportunities, and building lasting customer relationships.

You'll collaborate with Bellia's experienced design, project management, and operations teams to help deliver successful projects from initial consultation through completion.

Key Responsibilities

- Develop and maintain relationships with new and existing clients.
- Meet with clients to understand project goals, budgets, timelines, and requirements.
- Identify and recommend commercial furniture and interior solutions.
- Collaborate with designers on space planning, product selections, finishes, and client presentations.
- Prepare and coordinate proposals, pricing, and project recommendations.
- Manage sales opportunities and communicate with clients throughout the project.
- Coordinate with internal teams to support successful project delivery.
- Identify additional business opportunities within existing customer accounts.
- Attend client meetings, site visits, and industry networking events.
  Maintain accurate customer information and sales opportunities using our CRM system.
- Provide responsive service and maintain long-term client satisfaction.

Qualifications & Requirements

- Experience in account management, consultative sales, customer relationship management, or a related field.
- Strong communication and interpersonal skills.
- Excellent organizational skills and attention to detail.
- Ability to manage multiple clients, opportunities, and projects simultaneously.
- Comfortable working independently and collaborating with internal teams.
- Proficiency with business technology and willingness to learn industry-specific software.
- Valid driver's license and reliable transportation.

- Willingness to travel for client meetings and project visits.
- Experience in commercial furniture, interior design, construction, architecture, or related industries is preferred.
- Associate’s or bachelor’s degree in interior design is preferred but not required.
- Familiarity with furniture specifications, space planning, or commercial project processes is beneficial but not required.

Job Benefits & Perks

- Base salary plus performance-based compensation.
- Opportunities to work on a variety of commercial and institutional projects.
- Support from experienced design and project management professionals.
- Professional development and industry training.
- Long-term career growth opportunities.
- Collaborative, relationship-focused work environment.
- Direct access to company leadership.
- Flexibility to work with clients throughout New Jersey and Pennsylvania.