



## Account Manager / Product Specialist · Full-Time

Molo Design, Ltd. (molo)  
Vancouver, Canada  
design / manufacture / distribution

the company

molo is a multi-disciplinary design and production studio based in Vancouver, Canada. molo's innovative works have received international recognition and have been acquired into museums and galleries around the world, including the Museum of Modern Art in New York. The molo team are curious and skilled individuals who facilitate the studio's endeavours with passion and care.

the role

Account Managers are focused, responsible and intuitive. molo depends on its Account Managers to develop and maintain relationships with new and established clients. This requires active and polite communication by phone, email and in-person, as well as thorough documentation and tracking of all leads, opportunities and projects through molo's CRM platform. Account Managers have the knowledge and intuition to aid and direct clients towards selecting the right products for their needs. In addition, this person displays a passion for considered design and well-made objects, taking a sincere interest in clients' work.

Precise and resourceful, Account Managers are self-driven and are exceptionally skilled at managing time and resources. They create and implement activity plans, coordinate tasks, meet sales targets while never letting small tasks fall by the wayside. They work well independently and alongside the molo team.

Account Managers travel for up to fifteen days at a time to cities around the world, including Milan, Tokyo, Paris and New York, assisting with the installation of unique exhibits and sharing molo's products and concepts. To communicate with international clients in person and by phone and email, a second language (particularly French) is valuable but not a necessity.

The hours for this position are Monday - Thursday, 7:45 am - 4:45 pm. Direct experience is not required.

to apply

molo's team understands that considered design and service begin with the character of the molo team and a structured work environment. Candidates must be prepared to work under a policy that mandates stewardship of molo's buildings, tools and materials, and forgoes distractions like personal cell phones for a serious and focused workplace. In addition, candidates must demonstrate a desire to grow with the studio and be interested in building a career with the studio over a period of at least three years.

Applications are by email only, and attachments must be in PDF format. Please specify in the cover letter and email subject line that you are applying for the Account Manager position. In your cover letter, we ask that you address three questions: Why is molo a brand you would proudly represent? How do your interests align with molo? When has your energy and enthusiasm paid off professionally?

We invite you to study our website, social media and client list to develop a keen sense of molo's products, clientele, design process and vision. Then, once your passions and curiosities are stirred, please email your resume and cover letter to [careers@molodesign.com](mailto:careers@molodesign.com).

We only consider applicants permitted to work in Canada and those who have appropriately addressed the above criteria. Thank you for your interest; however, only shortlisted candidates will be contacted. Please do not call or visit the studio.