

# Material Bank Rep Directory.



Research shows that 78% of design firms struggle to maintain internal rep contact lists. Our solutions, the Rep Directory, and Designer Directory (launching by year's end) drive engagement between designers and sales reps – which is one of Material Bank's primary goals.

In the coming months, more features will be introduced to the Rep Directory, including access to the Designer Directory, lead follow-up tools, connection and introduction requests, and more. We strongly encourage you to set up your sales team within the Rep Directory to maximize the value of these tools and your Material Bank partnership.

# Material Bank Rep Directory.



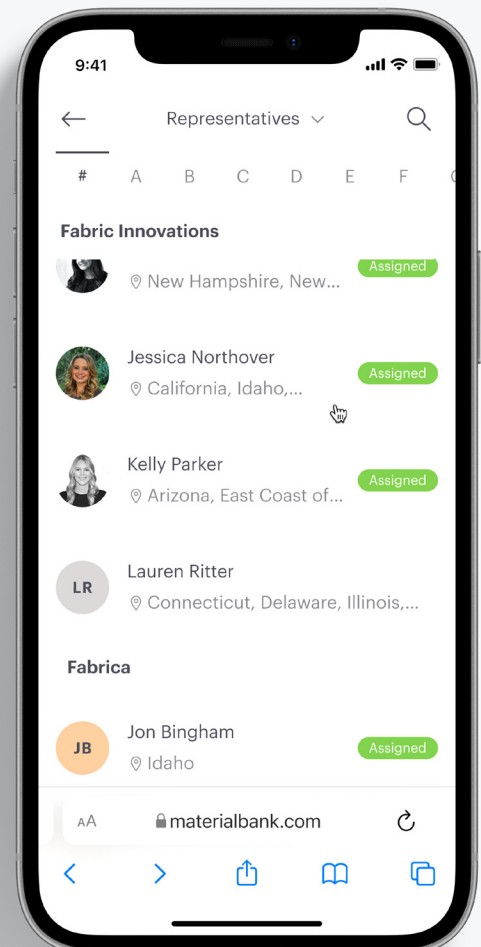
Getting set-up in the Rep Directory is simple.

## Required:

- Name
- Email address
- State(s) he or she covers

## Optional:

- Phone number
- Territory details
- Rep headshot



# Material Bank Rep Directory.



## A few things to note

- We encourage each of your reps to create a Material Bank “user” account. With this account, your rep will be able to update and edit various sections within their profile and take advantage of the latest collaborative features.
- Reps listed on the Rep Directory appear in conjunction with the “Contact Rep” button. This button appears in several locations on the site and is a big opportunity for brands and designers to connect.
- We automatically match reps with designers based on the state in which the designer works.
- When reps from the same brand cover the same state, a placeholder email address is applied until a rep is assigned.

**Need help? We are happy to provide training to your Sales Representatives in a group or one-on-one setting, upon request.**

### **Additional Questions?**

Contact [brandservices@materialbank.com](mailto:brandservices@materialbank.com)