

# Material Bank Rep Directory.



Our research has shown that over 78% of design firms struggle to maintain updated internal rep contact lists. That's why at Material Bank, we're excited to offer access to a Rep Directory, a feature we know helps drive engagement between designers and sales reps.

In the coming months, more features will be introduced to the Rep Directory, including access to 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.

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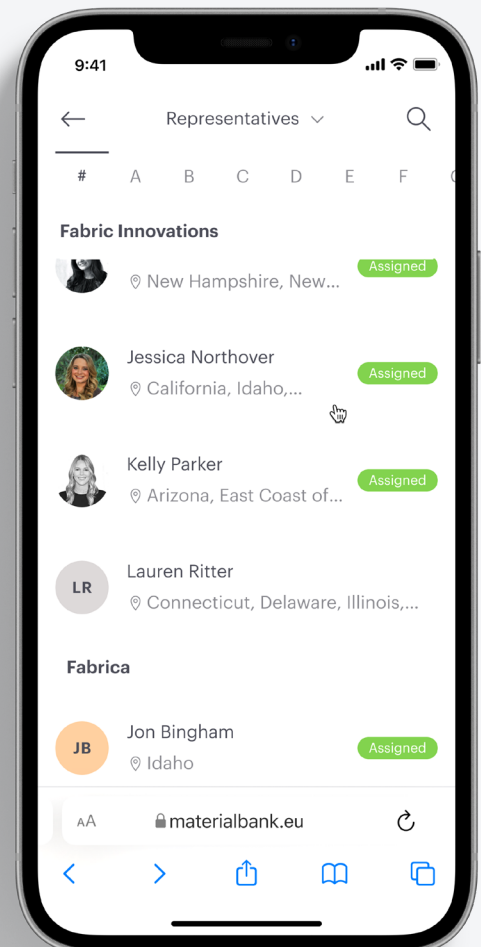
Getting set up in the Rep Directory is simple.

**Required:**

- Name
- Email address
- Countries covered

**Optional:**

- Phone number
- Territory details
- Rep headshot



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## A few things to note

- Reps will need 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 areas on the site and is the way for brands and designers to connect with you directly.
- We automatically match reps with designers based on the country in which the designer works.
- When reps from the same brand cover the same country, 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.eu@materialbank.com](mailto:brandservices.eu@materialbank.com)