

## **Jean Telander**



Jean started her career as an educator, but even after formally leaving the field, her enthusiasm for education and learning remained. Luckily, a mentor early on in her sales career explained that architectural sales was unique in that it was less about “sales” and more about “education.” Whether specializing in masonry or roofing, Jean is passionate about the topic she promotes and is eager to always learn more, with the goal of being a trusted technical expert in her field.

Jean is an Architectural Sales Representative at Architectural Building Solutions supporting the greater Chicagoland territory. She has over 8 years of experience in the industry working with architects and interior designers on a variety of commercial projects but of course takes extra pride in all the school projects she has helped to complete. Jean supports the architecture and design community with product selection, specification writing and proper detailing of any project. Jean has served on multiple committees

including the CSI Programs committee for the past two years, the 2025 AIA Illinois annual conference planning committee and the prestigious AIA NEI Golf Outing committee! When she is not at work, she spends her days wrangling 3 kids and enjoying gatherings with family and friends.