

JOB TITLE

Sales Representative

REPORTS TO

Showroom Manager

DUTIES

- Generate sales of luxury carpet and rugs, achieve annual goals for booking new orders
 - Cultivate existing accounts;
 - Identify, contact and develop new account relationships
 - Prepare and give sales presentations to residential and corporate interior designers and architects
 - Manage and plan activities utilizing designated CRM system
 - Develop and maintain a strong working knowledge of products and processes, including expertise in specifying custom carpets and rugs
 - Ensure delivery of superior customer service
 - Attend industry functions

- Showroom responsibilities
 - Promote showroom use among architects and interior designers
 - Assist in showroom organization
 - Participate with team members in events at the showroom

- This position requires outside sales, calling on architecture and design accounts. Approximately 50% of time will be spent outside of the showroom. Assigned territory may include out-of-town travel.

ABILITIES

Excellent verbal, written and interpersonal skills; able to develop and maintain strong relationships

Comfortable presenting one on one or in front of small groups

Organized and punctual

Self motivated and driven

Able to understand blueprints

Sense of color, design and styles

Skilled with basic Microsoft Office Suite software

LIMITATIONS OR RESTRICTIONS

None

REQUIREMENTS

Experience: 3 years sales experience selling to interior designers and architects
FLSA Status: Salaried exempt with bonus opportunity
Other: Professional appearance and demeanor

PREFERRED

Experience: Sales experience with similar luxury goods preferred
Educational Level: Bachelor's Degree preferred

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.