

Extraordinary people. Exciting possibilities. Your success is what's next at Scott Group Studio. In our highly competitive world there's one thing that sets a company apart – its talent. At Scott Group Studio our employees bring their expertise, enthusiasm, and creativity to work every day. We're committed to making Scott Group Studio a great place to work. A place you can be proud to be a part of, where your talents are embraced and your efforts are encouraged and supported. If you are a person that "puts people first", "see it and solves it", "does the right thing" and "pursues excellence", discover how you can be a part of what's next.

Reporting to the NE Regional Sales Manager the Sales Representative requires an energetic, service oriented individual responsible for applying business knowledge and luxury sales expertise to the custom luxury market. He or she will develop relationships with new and existing customers. This role requires leadership, creativity, critical thinking, business understanding, and communication skills. In this role you will be the main contact with the customer, providing excellent customer service and custom solutions. Focus is on building stronger partnerships with existing customers and developing new customers in accordance with the core values of Scott Group Studio.

DUTIES

- Promote the use of Scott Group products by developing relationships with new and existing customers to achieve annual bookings goal
- Work within established strategic sales and marketing programs and processes to achieve desired sales outcomes and expand Scott Group's share of the market
- Work collaboratively with Scott Group design, marketing, and production departments to meet customer needs
- Monitor market sector and competitor activity to provide feedback to corporate leadership team to identify trends and opportunities
- Apply sales proposals and programs to generate new sales growth and revenue utilizing designated CRM program
- Manage customer relationships for long term strategic opportunities
- Attend trade shows and customer events as necessary to support sales initiatives

ABILITIES

- Bachelors degree in business, design, or a related field preferred and five plus years of sales experience with a proven record of success.
- Outgoing, customer service, and solution oriented.
- Knowledge of luxury interiors, textile, and/or design related experience.
- Ability to work with designers within the showroom or travel to their locations.

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.