



LANDMARK STAFFING

Job description

PURPOSE

Maximize sales for the retail showroom.

ACCOUNTABILITIES

- Generate profitable sales by working with walk in customers, existing accounts and by developing new leads through both personal sales calls and by phone.
- Represent the company in a positive and professional manner at all times.
- Ensure that designs are practical, while accurately reflecting customers' wants and needs.
- Administer each project including design, purchasing, delivery, install, billing and payment.
- Ensure proactive communication with other team members and customers, to include timely delivery and follow-up.
- Work with the other retail sales people to provide showroom coverage at all times.

ACTIVITIES

- Provide prompt and courteous service to customers in the showroom, by phone and in the field.
- Actively generate sales to maximize volume profitability and customer service.
- Using kitchen design software, prepare designs to meet customer wants and needs, and revise as necessary, to be both creative and practical.
- Ensure accuracy in design, ordering, scheduling, billing follow-up, and collection per company policies and guidelines.
- Communicate with both customers and colleagues in a clear, courteous, professional and timely manner.
- Ensure a schedule is in place to share retail showroom coverage at all times.

PROFILE/QUALIFICATIONS

- Minimum 3-5 years kitchen bath design and sales experience
- Professional personal presentation
- Demonstrated communication skills (written and verbal)
- Computer skills including word, excel and cabinet design software
- High school diploma (post-secondary education or courses in design a plus)
- Ability to work with others in a collaborative way.
- Comfort in working on a salary plus commission basis.
- Demonstrated personal maturity and stability

POSITION IS SALARY PLUS COMMISSION BASED UPON EXPERIENCE.

Job Type: Full-time

Pay: \$24,000.00 - \$60,000.00 per year