



## **Milwaukee Sales and Design Consultant**

We are looking for sales team members who have a passion for selling and extraordinary customer service. The FLOOR360 difference is our love for design, everything we do is about finding inspiring solutions for our customers. Use your proven sales experience to surpass your earning potential. If you have a talent for building great relationships with customers, finding the best product mix for their budget and lifestyle, working with a quality team of fellow designers, then FLOOR360 is the place for you! The residential construction business is stronger than ever! FLOOR360 offers a competitive starting annual salary that will depend on your experience and qualifications. FLOOR360 is an equal opportunity / affirmative action employer.

### **Responsibilities and Duties**

- Build and maintain a customer base: Through lead generation, prospecting, networking, presentations, exceptional customer service, building relationships with existing customer, referrals, and communicating effectively
- Convey a confident expert-level knowledge of products that will inspire trust from customers
- Uncover client's needs through active listening then provide design solutions that meet sales goals and achieve customer satisfaction
- Make occasional job-site visits in client homes
- Communicate and respond to all inquiries promptly
- Capture customer lead information and follow-up in a timely manner
- Generate accurate bids and quotes
- Follow training and company processes learned through written or oral communication
- Attend sales department meetings, one on one meetings and all team meetings as scheduled
- Prepare gift baskets as needed and deliver to customers at your discretion
- Pursue current knowledge of broader interior design trends
- Pro-active approach to pursuing referrals and maintaining referral contacts

### **Qualifications and Skills**

- High level of proficiency with soft skills such as written and oral communication, critical thinking, motivation, positive attitude, teamwork, ethical business behavior
- Possession of a strong sense of style and taste
- Design background not required but is a strong plus
- Demonstrable selling success strongly preferred.
- Proficient in the use of Microsoft Office, including Word & Excel.
- CAD training a plus.
- Excellent communication, customer service, and organizational skills
- An entrepreneurial spirit

Email cover letter and resume to [hr@floor360.com](mailto:hr@floor360.com) or visit our [careers page](#)