



Residential Sales & Design Consultant

FLOOR360 is an equal opportunity / affirmative action employer.

FLOOR360 offers these unique advantages:

- Giving back to the community through Design for a Difference
- Birthday paid holiday
- Career advancement and professional growth
- 50% Match on Health plan
- 401k plan and contribution match
- Inclusive team events
- Friendly culture

DUTIES

- Uncover client's needs through active listening then provide design solutions that meet sales goals and achieve customer satisfaction
- Build strong relationships with our existing vendors
- Create CAD drawings from design specs for client approval and installation accuracy
- Order and physically deliver samples to customers in a timely fashion
- Ability to respond quickly and provide options for substitution when materials are out of stock at our suppliers
- Learn about and convey a confident expert-level knowledge of products that will inspire trust from customers
- Make occasional job-site visits in client homes
- Communicate and respond to all inquiries promptly
- Generate accurate bids and deliver in a timely fashion
- 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
- Pursue current knowledge of broader interior design trends
- Pro-active approach to pursuing referrals and maintaining referral contacts

REQUIREMENTS

- 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
- Self starter ability and ability to find efficiencies in existing processes
- Design background not required but is a strong plus
- Demonstrable selling success strongly preferred
- Proficient in the use of Microsoft Office, including Word & Excel
- Knowledge of Autocad
- Excellent communication, customer service, and organizational skills
- An entrepreneurial spirit

Associate's or 4-year College degree preferred



Benefits

Competitive Benefits - Healthcare with Quartz, dental reimbursement,

Retirement Traditional 401(k), Roth 401(k) contributions and matching schedule

Paid Vacation, Paid Sick Time, Paid Bereavement Leave, Paid Calendar Holidays

Personal Development - Reimbursement for seminars, classes, memberships, with company-paid training

Career Advancement - Training, mentoring, regular feedback, merit raises and promotions

Community Service - Giving back to the community through [Design for a Difference](#)

Wellness Program - Catered lunch and learns, flu shots, and fitness challenges

Friendly Culture - Mallards game, Brewers game, volleyball team, chili cook-off and more

Team Discounts - Substantial savings on home improvement projects

Paid Birthdays Off - In addition to vacation, sick leave and standard holidays