

Roche Bobois Atlanta is Looking for:

## **Designs Consultant / Sales**

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### **Job Description:**

The Furniture Sales Consultant role is for individuals who can constantly learn new things, adapt quickly, are diplomatic, and enjoy selling.

The ideal candidate is responsible, well-presented, punctual, motivated, has a professional demeanor in all methods of communication, a passion for design products, and is great with clients.

Detailed below are the job requirements of a Furniture Sales Consultant:

- \* Execute the sales process (primary function).

Greeting, discovery, specification, closing deals, ordering the goods, liaising with suppliers, tracking/expediting delivery and after-sales customer service. Contribute to the total showroom turnover with an equal or greater share of your counterparts.

- \* Product knowledge.

Learn the complex collection, including applicable fabrics, finishes, and features. Be able to communicate the differentiating qualities of our products to clients.

- \* Be organized and transparent.

Create contacts lists, keep detailed track of quotes, leads, and existing orders in an organized fashion.

- \* Report to the manager weekly on your leads and potential business. Request their assistance and advice for any closing transactions.

- \* Use your skills, and be available to the client.

The sales process can often include visiting a client's home and providing full interior design services. The in-house 3D Design Specialist can assist with the technical aspects.

- \* Assist with showroom responsibilities.

Learn how to create price tags; offer assistance as needed. Help with merchandising and showroom moves as necessary. Ensure that the showroom reflects a professional presentation at all times. Organize and update samples. View the showroom through the eyes of your clients.

- \* Respect Policies.

Discount and margin policies must be adhered to; any deviance from this policy must be authorized by the showroom manager.

- \* After-sale customer service.

Take responsibility for clients' after-sale issues; be proactive with suppliers and offering solutions. Provide constant communication with the client. Provide service recommendations, and follow up after deals have been closed, to create new sales opportunities.

- \* Help organize and attend showroom and networking events.

Be a helpful presence at showroom events, network and represent the brand. Assist your manager with organizing events if required.

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