



Job Description

Senior Sales & Design Professional

This job contributes to Standard Paint's success by providing prompt and outstanding service to all customers in the field of floor coverings and installation.

Key Responsibilities

Responsibilities include but are not limited to the following:

- Anticipates and understands customer needs and assists them in determining appropriate products and services.
- Skillfully assist customers in the product selection process and is able to articulate the features and benefits of different floor covering lines.
- Able to effectively and confidently lead customers through the design process.
- Assists with sales associate training by positively reinforcing successful performance; provides feedback to store manager on performance levels.
- Ensure the presentation of the show room, product sampling, and decision areas are clean and organized.
- Negotiates special pricing and resolves complaints.
- Ensure sales transactions are completed accurately.
- Provide accurate and timely floor covering bids and estimates.
- Oversee and manage the installation of their projects.
- Understands and applies all store standards, procedures and policies.
- Provides the highest degree of customer service, assisting multiple customers at a time, with a sense of urgency and follow through.
- Acts with integrity and honesty maintaining a calm demeanor during periods of high volume or unusual events.

Qualifications

Basic Qualifications

- Maintain regular and consistent attendance and punctuality
- Available to work flexible hours that may include mornings, evenings, weekends
- Customer service experience (5+ years)
- Sales experience (5+ years)

Required Knowledge, Skills and Abilities

- Extensive experience and background in flooring sales, design and installation.
- Ability to read, comprehend, write and communicate clearly
- Ability to understand and communicate technical information to customers in an understandable format
- Ability to understand customer requests and fulfill their needs with the correct product in nearly all situations.
- Ability to teach and mentor others.
- Ability to act with a "customer comes first" attitude, fulfilling their needs with the correct product.
- Strong math skills.
- Ability to work as a part of a team.
- Ability to work in a fast-paced and changing environment.

Please send all resumes to HR@standardpaintandflooring.com

Physical Requirements

A Sales & Design Professional will spend approximately 25% of the day sitting, 40% standing, 30% walking and 5% stooping, climbing and kneeling. The position is required to have good color perception. The employee must be able to operate a computer and communicate via the telephone. This role requires a valid driver's license and insurance, as driving to customer locations is needed.

Standard Paint is an Equal Opportunity Employer. All qualified candidates will receive consideration for employment and will not be discriminated against based on race, color, religion, sex, national origin, protected veteran status, disability, age, sexual orientation or any other consideration prohibited by federal, state or local laws.