

Bath & Kitchen Sales Associate / Designer

Posting Date: Jan 15 2013

Job Description

Are you experienced in home renovation sales? If so, Peel Tile has the perfect job opportunity for you!! Great pay, above average commissions, benefits, and great working hours! Not to mention an extremely friendly and helpful sales team!! Work in a small environment where you can really make a difference.....a place where your creative flair can be demonstrated and where you can develop and nurture a client base, consisting of local contractors and designers who buy from us regularly.

We are looking for:

- **Knowledge of kitchen and bath products** — we need people who are familiar with selling plumbing and flooring products as well as selling the installation of these items.
- **Sales technique** – We are looking for someone who has their own personal selling style. Our client purchases can be quite large, and we need someone who is comfortable selling expensive items, and who can close sales. Our goal is to educate each consumer, and pair them up with the right products for their renovation. We need someone who is good at assessing the needs of the consumer, working with their budget and style, and ultimately convincing them to shop with Peel Tile.
- **A flair for design** – looking for people who may not be designers by trade, but who have a passion for fashion (home fashion that is !)
- **A "people person"** – our store is filled with customers every day – you need to be ready to engage with and help clients in any way they need
- **Strong communication & organizational skills** – we are looking to you to keep track of all your pending orders, your quotes, and liase with vendors and customers professionally. You will be responsible for assessing your customers needs, and educating them on the best-suited products.
- **An entrepreneurial spirit** – looking for the kind of person who wants to build their own clientele via repeat and referral business
- **Good math skills** – the ability to calculate area and determine quantities needed for ordering via scaled drawings
- **Basic computer skills** – working knowledge of Outlook , Word, Excel, Internet is a must. 20/20 or CAD would be an asset.

Responsibilities include

- Working with clients to create the home renovation of their dreams
- Working as a “business within a business” – developing your own clientele through repeat and referral business
- Adhering to sales goals/ targets
- Assisting in the maintenance of the showroom
- Participate in ongoing Product Knowledge Seminars to continually educate yourself on new products

Detailed Kitchen and Bathroom Design is required. We will train on 20/20 if necessary.

Must be eager to learn, extremely personable, and able to work both independently and as part of a team.

Pay is 100% commission, with a guranteed draw of \$550/week. Extremely friendly work environment. You will also earn SPIFF money (Sales Incentive Dollars) periodically from vendors.

There is no limit to what you can earn – the more you know, the more you sell, the more you make !! You are in complete control of your wage – the sky is the limit.

website: <http://www.peeltile.com/>

Flexible on start dates
