

— EST 1967 —

FACINGS

—
OF AMERICA

WE'RE HIRING!

Design Consultant/Showroom Sales
for both
Scottsdale and Phoenix Showrooms

Please contact Kristin Batsche
at kbatsche@facingsofamerica.com

Job Description – Outside Sales

A cover letter is required to apply for this position

Facings of America is looking for dynamic outside sales people for our Phoenix & Scottsdale showrooms. At Facings of America, we believe that what we do every day makes a difference and affects people's lives for the better. We are passionate about the tile and stone industry and take pride in our helpfulness and resourcefulness. We work hard to build collaborative relationships with our customers and do so with honesty and integrity. Over the past few years, our organization has increased sales through these collaborative relationships with our customers beyond the regular course of business. We have actively supported local charitable organizations to give back to the community and have started a scholarship for interior design students at a local college.

We are looking for independently motivated outside salespeople with a passion for design and sales who will take the extra steps to develop new relationships within the design community that will result in increased sales for the organization. We are looking for someone who will embrace our company values and encourage fellow employees to live the company culture.

After you have had a chance to research our company and think about the impact of this role, please send us an email, video, packet of information, or whatever you feel will best demonstrate why you are a great fit, how you would make an impact, and what specifically you bring to the table that will enable Facings of America to better serve our stakeholder community. Please visit our website at facingsofamerica.com to learn more about us.

Job duties include, but are not limited to:

Meeting and exceeding sales targets

Helping to increase business by developing new relationships and maintaining existing relationships

Working with clients in and outside the showroom to determine their product needs

Following up with clients in a timely manner

Generating quotations and other pertinent paperwork for clients

Continually increasing new product knowledge and improving on sales skills

Reading and interpreting blueprints

Communicating effectively and professionally with clients and other employees

Maintaining the showroom in a professional, organized and aesthetically pleasing fashion

Maintaining the sample room and replacing sample boards or samples after use

Maintaining and organizing client files

Preparing samples and sample boards as required

Participating in company events

Attending industry networking events

Embracing company culture and service values

All other activities and duties necessary to meet the company's mission

Additional Requirements:

Previous outside sales experience required

Previous experience in interior design/construction a plus

Strong computer skills

Great sense of humor

Consistently POSITIVE attitude

Outgoing, bright personality

Quick-thinking

Strong desire for personal and professional growth

Able to work well with a variety of personalities

Desire to work in a positive, fun environment

Strong organizational skills

Effective communicator with professional verbal and written skills

Strong follow-up and follow-through

Detail-oriented with a focus on consistency

Able to independently identify tasks and execute them in an efficient, timely manner

Able to participate in occasional company events, both after hours and on weekends

Ability to network and professionally represent the company

Professional appearance

Able to lift and move large samples and sample boards

Reliable transportation

Please include a cover letter along with your resume highlighting your personality, detailing your strengths and indicating ways in which you are able to positively contribute to our growing company. Only resumes received via email will be considered. Only resumes with a cover letter will be considered.