

Design Showroom Sales Associate

If you're a creative professional who has a great eye for luxury brand design, we have an opportunity for you! Our Scottsdale design showroom is looking for a full-time sales associate to provide creative merchandising and a high-touch personal shopping experience of home furnishings in-store and through social media.

Duties and Responsibilities

- Welcome and greet customers as they enter the store
- Offer help and attend to the unique and individual shopping needs of each customer
- Provide in-depth product knowledge including features, benefits, and overall value
- Cross-sell and encourage beneficial product add-ons
- Process purchases, returns, and exchanges
- Handle customer complaints in a calm and professional manner
- Help organize backstock and perform inventory counts
- Process newly received shipments
- Organize and replenish front stock and help merchandise store
- Maintain a clean and tidy work and retail space
- Work cooperatively to achieve sales goals
- Arranging vignettes in the showroom that are creative, on-trend, and appealing
- Assist with social media campaigns to display products and create written and visual content for in-store purchasing

Qualifications

- High school diploma or equivalent required; associates or bachelor's degree in design, retail, marketing, business or related field preferred
- Minimum of 1 year previous retail or sales experience in luxury brand market
- Minimum of 1 year of previous experience with merchandising
- Extensive knowledge of brand and design aesthetic
- Up to date understanding of design industry trends, best practices, and market trends
- Proficient with all Microsoft products including Excel and PowerPoint (using PC and Mac), email and internet required
- Previous experience using QuickBooks or comparable POS systems required

Other Requirements

- Extremely personable, positive, and approachable
- Convey a professional image and demeanor at all times with customers and clients
- Customer focused for a positive customer experience and resolution
- Flexible with scheduling and ability to work weekends as needed
- Self-directed and able to work without supervision

- Strict adherence to company philosophy and mission statement
- Energetic and eager to tackle new projects and ideas
- Strong listening skills; confident presentation and decision-making skills
- Comfortable in both a leadership and team-player role
- Excellent written and verbal communication skills
- Pays attention to detail
- Comfortable in a fast-paced environment with multiple tasks and projects at hand
- Creative problem solver who thrives when presented with a challenge
- Ability to physically stand, bend, squat, and move about throughout the day
- Ability to lift 25 to 30 pounds unassisted

Send resumes to ceterra.interiors@gmail.com