



GREAT DANE

Retail Showroom Sales Nov 18

POSITION TITLE: Retail Showroom Sales (Full time / Part time / Casual)

REPORTS TO: Retail Showroom Manager

POSITION:

- Based in our showroom, your primary task is to service our Retail customer base and achieve your monthly and yearly sales targets. The showroom customer experience is a vital part of our success and you need to ensure that this is optimised in a way that meets the individual needs of our each of our potential customers.

KEY RESPONSIBILITIES and OUTCOMES:

- Achieving sales budgets and maximising margin in all areas of the Retail business through service excellence.
- Through your own personal passion, ensure your product knowledge is at expert levels.
- Identify, respond and optimise all client enquiries across our range in a way that delivers the best possible result for Great Dane and for the customer.
- Build and maintain strong client relationships and manage them proactively and efficiently.
- Promote the Great Dane brand first and foremost and educate clients on our manufacturer's brands and manufacturing approach by maximising the leverage from all promotional tools & activities and sales stories.
- Assist the Showroom Manager with general day to day tasks including cleaning, receiving in stock and store visual merchandising etc.
- Ensure you always follow correct company procedure and work practices.
- Ensure you are regularly and systematically working on your quote follow up activities.
- Oversee the quotation/sales order and payment process from beginning to end.

WHAT WE NEED FROM YOU:

- A proven track record in a sales based position, preferably within the design and/or luxury sector.
- A proven ability to achieve budgets.
- A proactive and results driven attitude.
- The ability to work well with other team members.
- To be passionate, driven & able to work at a fast pace.
- A positive and "can do" approach to your work.
- To connect with our clients and bring the beauty and quality of Scandinavian designed furniture and lighting to the forefront.
- To seamlessly promote 'the classics' designed by the masters who defined Scandinavian furniture design as well as represent new designers creating groundbreaking icons of today.

DESIRED SKILLS & EXPERIENCE:

- Minimum 2 years experience in a sales position (preferably within the design and luxury sector).
- Love of interior design/architecture & furniture.
- A genuine interest in the value of original design.
- Proactive and results driven attitude.
- Confident in all areas of communication - verbal & written.
- Exceptional presentation & professional manner at all times.
- Ability to multi task & prioritise all aspects of administration.
- A problem solver who shows initiative every day.
- Ability to create an impact & be a big part of something special.
- Thrives in an entrepreneurial run business.
- Not afraid to take on many varying roles & tasks in your day-to-day duties.
- A contributor who provides feedback and solutions.

REPORTS:

- Input to monthly/ weekly sales meetings with the rest of the Retail team.