

Job Posting

Position: Showroom Sales Consultant

Wiseway Supply is looking for a proven contributor to join our Lexington Showroom as an Showroom Sales Consultant. The ideal candidate is an energetic team player who understands how to effectively drive results in a fast-paced and rapidly growing company. The candidate must also be able to develop relationships and identify opportunity to develop and increase sales and provide excellent customer service. The candidate must have an interest in innovation, product knowledge, industry design trends and thrive in a customer service/sales environment.

Branch/Department: Central Kentucky – Lexington Showroom, Lexington, KY

Reports to: Showroom Manager

Hours: Full Time = Forty (40) hours/week, Monday – Friday and Saturday hours

Summary of Job: Primarily responsible for providing excellent customer service for showroom customers. Also responsible for sales growth and problem solving in the lighting and plumbing showroom.

Essential Functions:

- Customer relationship management, develop a culture of service excellence and customer focus that creates customer loyalty
- Establishes and maintains relationships with industry influencers and key strategy partners. i.e. vendors, customers and industry associations
- Always maintain professionalism and conduct yourself in a positive, pleasant demeanor
- Be knowledgeable of industry design trends
- Recommends sales strategies for improvements in products and methods of selling based on market research and competitor analyses
- Learn product knowledge and operating procedures
- Ensure attention to detail when processing orders, to ensure our customers 100% accuracy in orders
- Must be able to function with a “team” perspective in all things
- Help hang and assemble fixtures as needed. Make sure to clean/dust fixtures to keep them looking new for customers
- All other duties as assigned

Education: High School diploma or equivalent; Associates Degree preferred

Experience: Minimum of three (3) years industry experience preferred, customer service, counter/sales role, preferably in lighting

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. The employee frequently is required to stand and walk for long periods of time. Must be able to regularly lift and/or move objects up to 15 pounds

Minimum Qualifications and Requirements: Undergo pre-employment screenings, to include: background check and drug screen

This position description is not to be construed as an exhaustive statement of accountabilities, duties, responsibilities or requirements. Any individual may be required to perform any other job-related activities or functions requested by his/her manager, subject to reasonable accommodation. Wiseway Supply reserves the right to modify this job description to reflect changes in essential job duties made necessary by changing organizational needs, subject to reasonable accommodation.

Wiseway Supply is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of race, color, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunities.