



Sales Consultant – New Business Development

Summary

The Sales Consultant will build relationships with clients, strategically identifying and developing new business.

Essential Duties and Responsibilities

- Create and maintain strong long-term relationships with clients, prospective clients, lead groups, architecture and design firms, real estate developers, general contractors, industry trade groups, community service leaders and other sources in order to increase customer awareness and generate repeat and referral business;
- Nurture internal relationships to improve teamwork processes and increase customer satisfaction;
- Consult with assigned accounts and leads to discover and formulate a partnership plan for new business;
- Develop and implement strategies specific to assigned accounts and leads based on both short and long term needs for product;
- Conduct presentations, product demonstrations, and on-site tours as appropriate at various points in the sales cycle, ensuring thorough orientation to the product and design elements both before and after the sale;
- Cross-sell design, project management, installation, and other services;
- Provide prompt and effective follow-up on all details regarding sales opportunities;
- Work with Customer Engagement team to develop accurate price quotations and specify all aspects of sales projects; and,
- Assist with prompt and courteous follow-up for payments of sales when necessary or as directed.

Position Requirements

- Bachelor's degree required, plus at least 4-5 years' experience in the contract furniture industry
- Minimum of 2 years' experience in sales or new business development
- Successful consultative sales experience or comparable related experience with capital goods
- Desire and proven ability to cold call and "hunt" for new business
- Must be able to successfully integrate financial scenarios into clients' business process
- Strong problem solving skills and high level needs-diagnosis skills
- Capability to influence others and get results
- Strong ability to organize and lead cross-functional teams from various organizations
- Organizational skills to monitor multiple, complex projects simultaneously
- Computer skills including at least a working knowledge of MS Office products and ability to learn product specification software
- Commitment to providing the highest level of customer service

Please submit resumes to sanderson@wrgtexas.com.