

Sales Consultant – New Business Development

# Summary

The Sales Consultant will lead the strategic development of new business relationships and support existing clients to generate sales opportunities. This role will be responsible for maintaining a strong engagement with clients throughout the entire sales cycle from first point of contact to project completion. A successful Sales Consultant will be able to work collaboratively with internal teams to ensure a smooth sales process and understands the importance of going above and beyond to achieve highest level of client’s satisfaction.

# Essential Duties and Responsibilities

* Continually scan the market for prospective clients, maintain long-term relationships with clients to increase customer awareness and continue to position WRG as the lead commercial furniture dealer.
* Attend and participate in networking opportunities among architecture and design firms, commercial real estate developers, broker communities, general contractors, industry trade groups, community service leaders and other sources. regularly to build up new connections and uphold WRG’s mission and values to the business.
* Consult with assigned accounts and leads to discover and formulate a partnership plan for new business
* Serve as primary contact resource for external channels i.e. A&D, brokers, client, etc. from beginning to end.
* Nurture internal relationships to improve teamwork processes and increase customer satisfaction
* Develop and implement strategies specific to assigned accounts and leads based on client’s short and long-term needs for product;
* Navigate through demanding and high pressures situations as an efficient problem solver and act on appropriate, timely resolution for challenging sales requests
* Lead showroom tours, conduct presentations, and product demonstrations, as appropriate at various points in the sales cycle
* Function as SME of product and design elements in order to educate the client and match their needs accordingly
* Cross-sell design, project management, installation, and other services to promote WRG’s offerings
* Provide prompt and effective follow-up on all details regarding sales opportunities;
* Work with Customer Engagement team to develop accurate price quotes and coordinate all aspects of sales projects
* 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 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