

## **Title: Designer Sales Consultant**

Do you have an eye for design and love helping your friends and family decorate?

Due to rapid growth, K to Z Window Coverings is looking to expand our Sales team. Our sales department is responsible for solving our client's needs by helping them design unique custom window treatments, awnings, and upholstery and is directly responsible for the continued growth and success of the company.

What we offer you

- Stability - by providing a commission plan that provides endless opportunities of \$50-65k in the first year with potential to do over \$75k and six figures in the following years
- Full Time - Schedule 9-6pm Monday-Friday
- Training - an extensive hands on training program that will guarantee your success
- Family - be a part of a second generation family owned and operated company, of over 25 years of experience that provides endless opportunities for growth
- Leads - so you can focus on managing the customer experience and building your repeat/referral accounts.
- Support - an in-house project management and installation team to see your dream designs be a reality

Essential Responsibilities

- Executing in-home consultations to help design and sell a clients' their dream window coverings covering a 60 mile radius/territory,
- Writing up detailed specs after the in-home sales process, and following the customer relationship through to a satisfied installation
- Consistently re-engaging with potential clients and current clients to foster a strong repeat/referral book of business for a long career-filled pipeline.
- Joining networking groups throughout the community to help build business rapport with new accounts and help expand/spread the K to Z mission throughout southern Louisiana

What you bring to the table

- 3 years of sales experience
- Confidence in doing fast math to use your expert negotiation skills in quoting and closing deals
- A flare for design, bonus points for previous window covering or design experience
- Available transportation to courier samples to customers homes 3-4 times daily
- Experience using different technologies (Email, CRM, iPad/tablet)

If this sounds like it would be the perfect opportunity, we can't wait to hear from you. Apply quickly to be considered for an interview. Please submit your resume and we will contact you directly.

K to Z Window Coverings is the name in Baton Rouge and Lafayette for luxury window fashions, specializing in shades, shutters, and draperies. The core values of trust, reputation, and integrity are at the bedrock of the culture that is based in strong work ethic and building a legacy for future generations. To become a part of this growing company, apply today to be considered for an interview.