



**Company:** Stone Tile International Inc.

**Reports to:** Sales Manager

**Schedule:** 5 days a week, must be available to work weekends. Exact days TBD

**Stone Tile International is looking for a *Showroom Sales Representative* in the GTA to join our dynamic team!**

We are continuously looking for the best and most promising individuals to join our tightknit and unique team. Stone Tile is currently looking to fill one (1) Showroom Sales position to support our day to day showroom operations.

**Who are you?**

Are you passionate about design? Does discovering beautiful new products excite you? Do you enjoy problem solving? Are you the type of person who thrives in organizations that are constantly adapting and evolving? Are you self motivated? Do you love working with people and providing unparalleled customer service? If so, this may be the perfect job for you.

Over the 3+ years you've worked as a Sales Representative or in a similar role you have proven to be innovative and an outside the box thinker who thrives on driving company improvement and efficiency. You have a keen eye for design and feel comfortable advising people. You can make decisions through a business perspective while maintaining the clients ultimate best interest.

We want to bring on someone who is eager to learn, work hard, and have fun. This is an opportunity for you to build on your already strong skillset, take on responsibilities, and to continuously grow, in a company that is fast-paced, diverse, and family-oriented.

**What will you do?**

The Showroom Sales role has many diverse and interesting responsibilities, the primary ones are outlined below:

- ❖ Welcome all walk-in customers and serve as the first point of contact for the Stone Tile showroom customers and call-ins
- ❖ Answer and accurately direct customer requests by asking leading questions and pre-qualifying.
- ❖ Administer, verify, and communicate accurate and detailed product information to customers.
- ❖ Assist customers with design recommendations and solutions.
- ❖ Maintain relationships with existing client list; develop new clients through various industry sources.
- ❖ Input and maintain accurate information in Sage Business Vision, ACT!, and other software as required.
- ❖ Obtain purchase orders and/or deposits in a timely manner.
- ❖ Ensure showroom cleanliness and neatness is maintained to guarantee a favourable and hospitable setting for all customers.
- ❖ Maintain appropriate and accurate records of requests for information and materials.
- ❖ Assist Reception with answering incoming telephone calls.
- ❖ Other duties as required.



### **What type of experience and skills do you have?**

- ❖ 3+ years experience in sales, customer service or in a related position
- ❖ Experience and/or knowledge of interior design
- ❖ Excellent communication skills, both written and oral
- ❖ Exceptional organizational abilities with task prioritization, multi-tasking, use of timelines and time management techniques
- ❖ Ability to work in a fast-paced environment
- ❖ High level of personal integrity
- ❖ Must be able to work with little supervision and must be self-directed
- ❖ Successful completion of Criminal Background Check

### **What is considered an asset?**

- ❖ Proven sales ability and able to surpass sales target
- ❖ Previous experience of natural products such as, stone, tile, porcelain, wood and laminam
- ❖ Knowledge of ACT! Software
- ❖ High levels of enthusiasm
- ❖ Professional/mature demeanor under stressful situations

### **Why Stone Tile?**

Our attitude, approach and entrepreneurial spirit sets us apart from our competitors. We know our success comes from our people and we place a high emphasis on their well being.

Stone Tile is rapidly growing as a company and we believe all members of our family should do the same. We care about our employees, which is why we believe in personal and professional growth and will work diligently to provide the support needed for you to reach your goals.

### **Perks and Benefits:**

- ❖ Flexible paid time off- float and sick days are provided annually
- ❖ Frequent team outings and company wide events including long weekends BBQs, Employee Appreciation day, games night, bagel breakfast, holiday party and many other events put together by our social committee!
- ❖ New parent benefit bonus
- ❖ Attractive benefits, 50% paid for by the company
- ❖ On site gym
- ❖ Free parking
- ❖ Commitment to professional growth

***Stone Tile is an equal opportunity employer and welcomes applications from all interested parties. Accommodations for job applicants with disabilities are available on request. To request any accommodations, please specify in your application.***



***We thank you for your interest, however, only those candidates selected for an interview will be contacted. No agencies please.***

**Acknowledgment**

I, \_\_\_\_\_, understand and agree with the job description of the Showroom Sales Representative described herein.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_