

Design Consultant Job posting

Garage Living is North America's largest and most experienced supplier and installer of garage organizers, cabinetry, and concrete floor coatings. Having completed thousands of projects, our dedicated team is able to complete projects large and small at any budget level. We are a team of passionate and energetic individuals focused on growing our business while offering unmatched customer service and quality as well as an excellent work environment focusing on success.

Garage Living is a fast-paced company of enthusiastic garage professionals. We specialize in providing premium products, offering unique design expertise, and delivering world-class service.

Our creative Design Consultants have an interest and experience in the construction/home improvement/interior design industries and a passion for cars/trucks, luxury lifestyle and everything else that goes into the garage! Applicants should be self-motivated, enthusiastic, assertive and show pride in their results.

Responsibilities include:

- Qualify Leads that are centrally generated – online marketing, walk-ins, and special events
- Conduct on-site consultations with clients in order to determine project scope, to assess project challenges and opportunities, and to understand the client's true project objectives
- Communicate Brand Story by articulating the uniqueness of the Garage Living portfolio of products and project experience. Confidently address customer concerns or objections
- Design and present an insight-derived, customer-specific project proposal. Demonstrating value. Ensure accuracy of quotes, orders, and project details.
- Gain Customer Commitment to move forward with the project proposal/close (take deposit)
- Work with client, pre and post installation to ensure exceptional customer experience
- Build a Referral Network through exceptional customer and partner relationships
- Pursue business development opportunities to grow the business.
- Attend trade shows and events to promote the business and cultivate new clients.

While we are more concerned with aptitude than experience, the successful candidate will exhibit the following characteristics:

- Driven, ambitious sales professional (demonstrated)
- Energetic, hardworking, self-starter, motivated to surpass all performance goals
- High-impact communication
- Exceptional social skills and an ability to connect with a diverse, sophisticated clientele
- Uncompromising commitment to exceptional customer service
- Detail oriented, with excellent organization and time management skills
- Prior experience in the home improvement/construction industry and basic knowledge of residential construction practices, techniques and methods.

Minimum Requirements:

- Four-year college degree, or two-year program in addition to previous sales experience
- Valid, clean driver's license and reliable transportation

When you join the Garage Living team:

- You will earn industry-leading commission and benefits
- Receive training and ongoing manager support while you learn how to sell and design using our proprietary software and high-end products/services
- You will sell the highest quality products in the industry – selling on value, not price
- All sales materials, access to high-tech devices, business cards and samples are provided
- You will be supported by productive and successful marketing campaigns (lead generation)
- You will work with sophisticated homeowners and industry trade professionals