



<https://www.floor360.com/careers/retail-sales-interior-design-consultant/>

Retail Sales & Interior Design Consultant

Description

Promote/sell/secure orders from existing and prospective customers. Use your winning personality and relationship development skills to close business and earn referrals. Demonstrate products and services to existing and potential customers and assist them in selecting those best suited to their needs, taste and style. offer a competitive starting annual salary that will depend on your experience and qualifications. Our superior client service and quality installation work means we enjoy a robust client list that regularly brings in repeat business which will contribute to your permanent success at FLOOR360.

FLOOR360 offers these unique advantages:

Giving back to the community through Design for a Difference

Birthday paid holiday

Career advancement and professional growth

50% Match on Health plan

401k plan and contribution match

Inclusive team events

Friendly culture

FLOOR360 is an equal opportunity / affirmative action employer.

Responsibilities

Responsibilities and Duties

- Build and maintain a customer base: Through lead generation, prospecting, networking, presentations, exceptional customer service, building relationships with existing customer, referrals, and communicating effectively
- Convey a confident expert-level knowledge of products that will inspire trust from customers
- Uncover client's needs through active listening then provide design solutions that meet sales goals and achieve customer satisfaction
- Make occasional job-site visits in client homes
- Communicate and respond to all inquiries promptly
- Capture customer lead information and follow-up in a timely manner
- Generate accurate bids and quotes
- Follow training and company processes learned through written or oral communication
- Attend sales department meetings, one on one meetings and all team meetings as scheduled
- Prepare gift baskets as needed and deliver to customers at your discretion
- Pursue current knowledge of broader interior design trends
- Pro-active approach to pursuing referrals and maintaining referral contacts

Qualifications

Qualifications and Skills

- High level of proficiency with soft skills such as written and oral

Hiring organization

FLOOR360

Employment Type

Full-time

Industry

Flooring

Job Location

5117 Verona Road, Madison WI

Working Hours

Monday through Friday 9am-5pm

Date posted

July 10, 2026

communication, critical thinking, motivation, positive attitude, teamwork, ethical business behavior

- Possession of a strong sense of style and taste
- Design background not required but is a strong plus
- Demonstrable selling success strongly preferred.
- Proficient in the use of Microsoft Office, including Word & Excel.
- CAD training a plus.
- Excellent communication, customer service, and organizational skills
- An entrepreneurial spirit

Job Benefits

Competitive Benefits – Healthcare with Quartz, dental reimbursement,

Retirement Traditional 401(k), Roth 401(k) contributions and matching schedule

Paid Vacation, Paid Sick Time, Paid Bereavement Leave

Ten Paid Calendar Holidays includes your birthday

Personal Development – Reimbursement for seminars, classes, memberships, with company-paid

training

Career Advancement – Training, mentoring, regular feedback, merit raises and promotions

Community Service – Giving back to the community through Design for a Difference

Wellness Program – Catered lunch and learns, flu shots, and fitness challenges

Friendly Culture – Mallards game, Brewers game, volleyball team, chili cook-off and more

Team Discounts – Substantial savings on home improvement project