

https://www.floor360.com/careers/residential-sales-consultant-milwaukee/

# Residential Sales Consultant

### **Description**

## 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

## Responsibilities

- Uncover client's needs through active listening then provide design solutions that meet sales goals and achieve customer satisfaction
- Build strong relationships with our existing vendors
- Create CAD drawings from design specs for client approval and installation accuracy
- Order and physically deliver samples to customers in a timely fashion
- Ability to respond quickly and provide options for substitution when materials are out of stock at our suppliers
- Learn about and convey a confident expert-level knowledge of products that will inspire trust from customers
- Make occasional job-site visits in client homes
- · Communicate and respond to all inquiries promptly
- Generate accurate bids and deliver in a timely fashion
- 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
- Pursue current knowledge of broader interior design trends
- Pro-active approach to pursuing referrals and maintaining referral contacts

### Qualifications

- High level of proficiency with soft skills such as written and oral communication, critical thinking, motivation, positive attitude, teamwork, ethical business behavior
- · Possession of a strong sense of style and taste
- · Self starter ability and ability to find efficiencies in existing processes

## Hiring organization

FLOOR360

### **Employment Type**

Full-time

#### Industry

Flooring

#### **Job Location**

12500 W. Silver Spring Drive, Milwaukee, WI

## **Working Hours**

M-F 9am-5pm

#### Date posted

October 14, 2025

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- Design background not required but is a strong plus
- Demonstrable selling success strongly preferred
- Proficient in the use of Microsoft Office, including Word & Excel
- Knowledge of Autocad
- Excellent communication, customer service, and organizational skills
- An entrepreneurial spirit
- Associate's or 4-year College degree preferred

#### **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 <u>Design for a Difference</u>

Wellness Program - Catered lunch, group activities and fitness challenges

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

**Team Discounts** - Substantial savings on home improvement projects