

Sales Representative & Showroom Coordinator

Job Description

We are currently looking for a motivated, self-driven, enthusiastic **Sales Representative & Showroom Coordinator** to join our growing sales team! Your primary responsibility will be sales and customer service with all of the products we offer. You will be a product expert (training provided) tasked with guiding our customers and their families through the exciting process of purchasing products to transform their backyard into something special! In addition, you will play an important role in the communication and coordination of activity between the store, customer, and installation/services team. We are a destination store so there is no cold calling or outside sales involved.

- Represent the company in a friendly and professional manner to ensure the successful sales and promotion of our products and services
- Rapport building through conversation to discover what customers' needs are, what their budget is, what their space looks like, and make honest recommendations
- Guide customer through the entire sales process from initial discovery through product quoting, site evaluation (when necessary), order closing, and installation coordination
 - You are the customers primary contact from beginning to end of their purchase from Kids Gotta Play!
- This position may be part time or full time depending on candidate's qualifications and schedule
 - We have the ability to be flexible with scheduling

Qualifications & Experience

- High School Diploma or GED required; College degree highly preferred
- Previous sales experience with high end products (3k-10k per sale)
- Strong communication skills and experience with customer service
- High-energy, friendly personality that does well with children
- Capable of interpreting customers' descriptions of their needs and matching them products that will meet these needs and exceed their expectations
- A flexible work schedule is required which includes some weekends

Compensation & Benefits

- Competitive Pay
- Uncapped commission plan
- Paid Vacation (Full Time only)
- Healthcare contribution (Full Time only)