



## **Job Opportunity: Sales Consultant**

*Are you looking for a professional sales opportunity with very high earning potential? Looking to be part of an established sales team with proven success? We have an opportunity for you!*

The Atrium is Atlantic Canada's leading furniture and home decor destination, with major tenants including Ashley Homestore, Worldwide Furniture, and Gallery 1 Furniture, amongst other reputable home decor companies. We have immediate openings for full-time **Sales Consultants** to join our team of sales professionals.

### **Why Work for Us?**

- Guaranteed base wage, plus commission – exceptional earning potential and opportunity to be in charge of what you make!;
- Health and dental benefits;
- Generous staff discount at all furniture stores;
- Fun and dynamic sales career within a supportive team environment.

### **Duties:**

- Use exceptional communication skills to uncover customer's needs;
- Use your product knowledge to find suitable solutions for customer's needs;
- Successfully convert customer opportunities into results;
- Develop long-term relationships with customers;
- Provide information to customers to ensure accurate and realistic expectations; regarding delivery and after-sale experience;
- Communicate as needed with customer after sales, providing pertinent updates on their purchase;
- Work collaboratively with entire furniture team to ensure an overall positive customer experience.

### **Requirements:**

- Proven success in previous retail sales an asset, but not required;
- Self-motivated and results-oriented;
- Exceptional relationship building skills;
- Superior interpersonal skills;
- Ability to problem solve and identify solutions;



- Proficient with computer programs and technology;
- Enthusiastic, can-do attitude.

To Apply: Please submit resume to: [careers@atriumhome.ca](mailto:careers@atriumhome.ca) with subject line: Sales