



JOB DESCRIPTION

We're looking for the ultimate self-starter, a highly industrious "doer" who is eager to capture new business and drive sales.

The right candidate for this role:

- takes initiative, multi-tasks effortlessly and can work independently as well as collaboratively
- understands the story we tell and its importance in our business
- grasps the critical role we play in the interior design process
- is goal-driven and focused on numbers
- has genuine interest in our product line and participating in a unique opportunity for growth

Job duties will include the following:

- identifying sales opportunities with new and existing clients, scheduling appointments, building and maintaining relationships
- managing walk-in and scheduled client appointments at our showroom
- tailoring an approach to client outreach based on meaningful research about firms' needs, tastes, and preferred modes of communication
- networking within the interior design community including attending industry events and collaborating creatively with other, non-competitive vendors
- constant education about our product line and the industry; staying up-to-date on trends and shifts within the design world
- travel to different territories as needed for trade shows and sales calls

JOB REQUIREMENTS

- 2-5 years sales experience, ideally within the interior design/showroom community
- proficient in MS Word and Excel, Google Suite/G Suite; technologically savvy
- network of existing clients within the Tri-State area with a focus on NYC
- professional demeanor through all forms of communication
- ability to collaborate -- we like teamwork
- flexibility to travel out of state as needed
- passion for design

Please send cover letters and resumes to morgan@zakandfox.com as PDFs.

