



F.W. WEBB COMPANY

## Job Posting

Position Title: Showroom Sales Consultant

Location: Middlebury, VT

Reports To: Showroom Manager

Pay Range: \$19.00 - \$25.00 per hour

### Responsibilities:

- Work with homeowners, architects, designers and key specifiers to sell bath, kitchen and lighting fixtures; oversee the sales process from initial client meeting to specification, quote, order and delivery
- Build and maintain project pipeline to meet or exceed individual and showroom sales budgets
- Provide Frank Webb Home destination experience for all clients to build brand loyalty and ensure return clientele
- Ensure showroom and product are presentable and in order
- Foster, build and maintain key client relationships through consistent follow-up, showroom event participation, and outreach efforts
- Coordinate & communicate product receiving & delivery with clients, troubleshooting issues accordingly
- Place product POs, checking internal stock status and liaising with vendors to confirm availability and pricing as necessary
- Develop and maintain working knowledge of Frank Webb Home product offerings, partaking in vendor events and trainings when available
- Create warehouse transfers and order splits as necessary
- Participate in industry and showroom events as necessary
- Miscellaneous support duties as needed

### Qualifications:

- Minimum 2 years' experience consulting in a plumbing showroom environment
- Exceptional level of professionalism and people skills
- Ability to work Saturdays
- Experience using ERP and CRM systems, preferred
- Quick and eager learner