

Inside/Outside Sales Consultant

Elegant Additions Houston, invites you to unleash your design passion: **Inside/Outside Sales Consultant Needed for Luxury Showroom.**

Are you a self-motivated, design-savvy professional with a knack for building relationships and a passion for turning dream homes into reality? We are seeking a dynamic Inside/Outside Sales Consultant to join our team and become a trusted advisor in the world of high-end decorative plumbing and hardware. If you thrive on the thrill of the sale and the satisfaction of seeing a project through from conception to completion, this is the role for you.

The Opportunity: More Than a Sales Job

You won't just be selling products; you'll be curating experiences and providing expert guidance to homeowners, interior designers, architects, and contractors. Our showroom features the latest in luxury bath and kitchen hardware, and we pride ourselves on offering bespoke solutions that blend aesthetics with technical requirements.

This hybrid role offers the best of both worlds:

- **Inside Sales:** Cultivate relationships within our elegant showroom and through digital communication (phone, email, video calls), providing exceptional customer service and processing orders with meticulous attention to detail.
- **Outside Sales:** Step into the field to visit clients, network at industry events, and conduct on-site consultations, putting a face to our business and ensuring seamless project execution from rough-in to the final touches.

Key Responsibilities:

- Serve as a primary point of contact for clients, providing expert product knowledge and tailored design recommendations.
- Drive sales and achieve ambitious targets by identifying customer needs and presenting compelling solutions.
- Collaborate with the sales team and other internal departments (logistics, warehouse, etc.) to ensure accurate pricing, timely delivery, and a seamless customer experience.
- Source new sales opportunities through inbound lead follow-up, outbound calls, and active networking.
- Maintain accurate records of all sales activities and customer interactions using our CRM system.
- Stay ahead of industry trends, new products, and competitor activities to maintain a competitive edge.

Inside/Outside Sales Consultant

What You Bring

- Proven experience in sales or customer service, preferably within the plumbing, hardware, or interior design industries.
- A strong passion for design and aesthetics, with a keen eye for detail.
- Excellent communication (verbal and written) and interpersonal skills, with the ability to build instant rapport and long-term relationships.
- Self-motivation, an entrepreneurial spirit, and the ability to manage your time and responsibilities effectively both independently and as part of a team.
- Proficiency in CRM software and standard computer applications.

Why Join Us?

We believe in investing in our people. We offer a supportive, collaborative environment where your achievements are recognized and rewarded. Join a company where you can genuinely impact customers' lives and contribute to a mission of bringing beautiful design to the residential and commercial building industries.

If you are ready to combine your sales expertise with your love for design, apply today and embark on a fulfilling career with us! laurend@elegantadditions.net