

SHOWROOM DESIGN CONSULTANT FULL-TIME / PERMANENT

CIOT DETROIT - 1080 COOLIDGE HIGHWAY, TROY, MI 48084

Ciot is a leading importer and retailer of marble, granite, limestone, slate, onyx, semi-precious stone, decorative glass, quartz, ceramic and porcelain stoneware tiles, slabs and mosaics, as well as kitchen and bath fixtures and accessories within the areas served. The company operates showrooms in Detroit, Toronto, Vaughan, Mississauga, Montreal, Brossard, Quebec City, as well as a business office in New York City.

Ciot offers a stimulating workplace, attractive benefits package and a work environment that is favorable to professional growth. If you are seeking a position where initiative is valued and your ambition has no limit, your challenge will be to focus on your capacity to progress in a highly stimulating work environment!

The **Showroom Design Consultant** is responsible for assisting consumers, contractors and designers in selecting products with their tile and slab projects in order to achieve desired design objectives.

ROLE & RESPONSIBILITIES

- Provide recommendations to meet space, style and cost requirements;
- Deliver exceptional customer service by exceeding customer expectations;
- Build lasting relationships with customers by attentively following up on inquiries and purchases;
- Continually update and maintain knowledge of products including porcelain tile, natural stone and glass;
- Maintain knowledge of competitors and their products;
- Learn internal systems and processes to engage in transactional selling;
- Utilize company CRM system as a job tracking tool;
- Report to Showroom Manager on measuring and accomplishing KPI's and company goals;
- Participate in on and offsite meetings, trainings, and events as required;
- Work a standard schedule including weekdays and rotating Saturdays.

PROFILE & SKILLS REQUIRED

- Must be enthusiastic and committed sales professional;
- High school degree required;
- Interior Design experience preferred;
- 2 or more years of sales experience preferred;
- Ability to develop business relationships with customers and coworkers;
- Passion about home trends and/or design building/remodeling;
- Strong organizational and follow-through skills;
- Excellent communication and interpersonal skills;
- High level of ownership, accountability, and initiative.

WHAT WE OFFER

- Full-time permanent position;
- Competitive salary;
- Bonus/commissions;
- Group benefits;
- Professional and stimulating work environment;
- Training and continuous coaching.

If you are interested by the present job offer, please send your curriculum vitae to the following email address: cv@ciot.com or apply online via the Careers section of our website at www.ciot.com.

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