

Sales Consultant - exciting growth opportunity for flooring, remodel, construction, contractor sales professional

Are you feeling restricted where you are at?

Looking for more flexibility and control over your work?

Stuck in a stubborn culture not open to new ways to grow your commissions?

Do you want the ability to access the materials you like and sell multiple revenue streams to grow your earnings?



Above & Beyond Concepts has a unique opportunity for a seasoned construction industry salesperson to tackle a growth opportunity and capitalize on great options to increase your earnings.

Our mission is to redefine the customer relationship in the flooring and interior remodel industry, while fostering long-term relationships with our team members and customers.

To continue to live our mission today, [Above & Beyond Concepts](#) is hiring a key role – a seasoned Sales Consultant in the Lower Mainland contracting industry. In this role you will truly own our flooring division sales and capitalize on opportunities to increase your commissions by assisting our Millwork division. You will be given the keys to the store and the freedom to grow it in the way you want.

Who you are:

You take pride in your:

Growth Orientation. You want to get better, and you hate the status-quo. You know you need to be part of a growth-orientated culture of people who think and act the same way.

Initiative. You are a self-starter who wants to have control. Nobody goes after goals with the aggression you do. Nothing holds you back and you do whatever it takes to hit your objectives with integrity.

Experience and knowledge. You have an excellent knowledge of the industry and relevant products.

What you bring to the table:

You are a seasoned sales professional in the flooring, remodel, or other contracting industry in the Lower Mainland. You know everyone and they know you. You have strong relationships and an established network that you have earned through years of selling with integrity.



Redefining customer relationships with high quality flooring and custom millwork.

An outgoing assertiveness. You are a people person who likes getting out and having conversations with people. But you do it with assertiveness.

Detail-Orientation. You are someone who pays close attention to details and delivers accurate and error free work. You never forget appointments and you can juggle a lot of information and volume of client's and tasks at the same time.

Objectives:

You can take the keys to our store, and with your book of relationships you can grow the business as you see fit.

With your initiative and growth-orientation you are the person who can thrive with the freedom to capitalize on your industry experience. You can call the shots and design a great business that maximizes your commissions.

You are responsible for executing your sales plan and delivering total dollars closed.

We work with you to develop reasonable targets and provide direction and support to your goals. With a structure that serves your life and earnings goals.

Benefits:

Of course, we have all the things everyone claims to offer like competitive pay and a great team culture. In this role here is what you are really getting:

The freedom to design and control your sales role to truly capitalize on the industry experience and relationships you have worked hard at creating for yourself.

A small company feel where you are everything, except a number.

Flexibility to the hours you want to work in a non-retail environment. You aren't stuck in a cubicle, and you aren't stuck in a retail shop every weekend.

If you are serious about this opportunity, we want to hear from you today! Send cover letter and resume to sales@abconcepts.