

## Job Description

We're looking for a seasoned **Flooring Sales Consultant** to join our team!

### About the role:

Flooring Sales Consultants work with a crew of our team members and contributes to a variety of tasks on residential, commercial and restoration job sites in regards to various flooring needs.

### Why join us?

At Above and Beyond Concepts, we take great pride in our work environment. We strive to be a preferred employer with an unmatched positive work environment and provide industry-leading levels of service and satisfaction. We do this by:

- Demonstrate genuine care for our clients;
- Have consistent communication amongst our team and clients;
- Perform the best quality of work with a product offering to match;
- Offer a first-class benefit package to employees;
- Remunerate our team with attractive rates of pay; and
- Provide room for growth within our quickly growing company.

### Role and responsibilities:

This is the perfect role for someone whom can hit the ground running and have a strong business acumen and customer relationships skills with a desire to grow through mentorship and continuous education. You should have experience with:

- Communication with clients and vendors;
- Follow up with existing clients;
- Generate new leads with potential clients;
- Customer-centered mindset;
- Project and time management;
- Work independently and is flexible;

### Our Ideal Candidate:

- Established network within the renovation construction industry;
- Strong interpersonal and relationship building skills; team participation and leadership;
- Excellent team and client communications skills;
- Minimum 8+ years in sales;
- Minimum 5+ years experience in the home and/or commercial construction industry or similar;
- Experience in building strategies and relationships with colleagues, builders, contractors, property management, and customers that produce new clients and new leads;
- Organized with superior time management skills and able to work independently (self-driven and self-motivated);
- Able to assist in the operational side of jobs;
- Excellent knowledge of the industry and its products (flooring, tile, carpet, etc.);



**Values and Mission of Above & Beyond Concepts:**

Above & Beyond Concepts wants to grow our team with individuals who are:

- Customer service driven - someone whose priority is to do the best work for the client and provide them with a catered experience;
- Have a positive 'can-do' attitude;
- Demonstrate a strong work ethic;
- Possess superior time management skills; and
- Looking for a long-term relationship with our growing company.

Send a cover letter and resume to Brad at [brad@abconcepts.ca](mailto:brad@abconcepts.ca). Please make the subject "[your name] – Salesperson Application".

We thank all candidates for their interest, however only those individuals selected for an interview will be contacted.

**Job Type:** Full-time.