

Project Consultant, Work & Learn

Mission

To help Koskela achieve and exceed our yearly impact targets by achieving and exceeding individual sales targets. Maintain margins at agreed % across projects.

Develop genuine relationships with interior design and end clients through successfully collaborating on projects and through informal opportunities.

Team

Work & Learn

Reports to

Rachel Donovan

Direct Reports

Nil







careers@koskela.com.au

Our Purpose

We reimagine the spaces where you live, work and learn, for good.

Our beliefs and values

How we deliver on our purpose.

Create genuine impact.

When we design or work with makers, we ask how ourselves: will this make things better? Will it leave a real and lasting impression on people without leaving a big footprint on the planet? Is this part of a more circular economy?

Design with intent.

Everything we design is done with the purpose of enriching the spaces we inhabit so life is more pleasurable. We see the emotional connection with our spaces being just as important as the functional use of each piece.

Collaborate meaningfully.

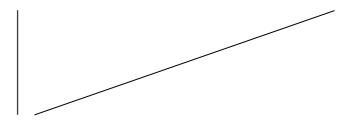
We seek out the individuals and communities with their local customs and practices that we think are doing something special.

We want to show everyone the magic that can come from collaborating with local artisans that have a different take on the world.





How we work



Looks for growth opportunities through change	Committed to continuous improvement and develops innovative and creative solutions that add value to Koskela and its customers.
Active participant	Works efficiently and effectively to achieve sustainable excellence.
Ethical	Openly shares knowledge, sets expectations, provides meaningful advice, and gives and receives constructive feedback with all stakeholders.
Collaborative	Initiates, advocates and leverages opportunities to work with a diverse range of individuals and groups internally and externally to benefit Koskela.
Following policies and procedures	Works efficiently while following Koskela's values, policies and procedures.
Responsible for product and service quality	Identifies and anticipates the needs of internal and external customers to deliver services that meet and exceed expectations.

Responsibilities

The Project Consultant role is responsible for:

- Achieving and exceeding yearly sales targets
- Maintaining margins at the agreed % across projects
- Develop genuine relationships with clients through successfully collaborating on projects and through informal opportunities
- Providing information on our products, following up with prospects & leads, providing excellent service, and working with clients to understand their requirements for the project
- Completing quotes efficiently and sending to clients within agreed timeframes
- Analytical skills be able to analyse data (qualitative and quantitative) and draw conclusions from it to inform the sales approach
- Consultatively guiding clients through furniture and design solutions
- Management of interstate client patch, including travel to build relationships or project specific
- To build solid relationships by actively listening and tailoring your sales approach
- Presents confidently and informatively
- Attending industry events and remaining informed on industry news, new developments and buildings
- Being creative in how we interact with customers. Koskela likes to do things differently to our competitors
- Staying customer-centric, to ensure customer needs are pre-empted
- Acting ethically and in accordance with Koskela's ethos and values
- Maintaining a professional appearance and being knowledgeable about the products
- Post project delivery calls to clients for feedback

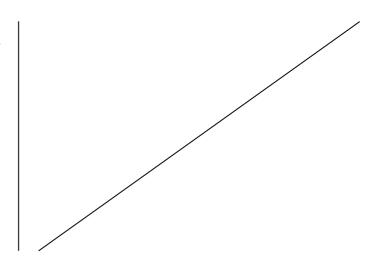




Key working relationships.

The Project Consultant role will build relationships with the following:

- Projects and Production Team
- Live Team
- Marketing Team
- Suppliers
- Social impact and sustainability
- Delivery Contractors
- Design Team



	Essential	Desirable
Education including Qualifications & Certifications		- Knowledge of Commercial Workplace Design or a Degree in Design is highly desirable.
Skills	 Active participant Problem Solver Attention to detail Outstanding Communication skills Excellent organisational skills Excellent listening, negotiation and presentation skills Qualifying leads Strong administration, computer & CRM literacy Energy, vibrancy, and a genuine motivation to succeed Exceptional capacity for building rapport and establishing long-term relationships with clients 	 Cin7, Microsoft 365 systems. Similar inventory and sales system within a furniture or design led business.
Experience	 Demonstrated sales experience, managing client relationships, meeting and exceeding individual and team sales target Being able to collaborate with different teams 	- Experience working within the A&D industry, interior designers, and architects





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