

TUFENKIAN

ARTISAN CARPETS

Position Title: Sales Representative/ Portland Showroom

Reports to: Showroom Manager/ Commercial Director

Location: Tufenkian Portland Showroom 515 NW 10th Ave Portland, OR 97209

Position Summary: Sales Representative / Account Manager – The representative will be required to proactively generate sales through interior design trade accounts and retail/end-user clients, while actively working with Tufenkian’s company resources to ensure complete client satisfaction from sales inception to final product delivery. The representative will be based in and work from the Portland showroom, handling clients both within and outside the showroom location.

Sales Role

- Maintaining, nurturing and expanding a set of interior design trade accounts for the region
- Welcoming trade and retail clients in the showroom
- Initiating appointments and tending to clients outside the showroom
- Understanding and fulfilling client’s needs throughout the sales and delivery process
- Supporting sales cycle, sales administration, and operational sales activities as necessary

Ideal Candidate would have following Skills and Qualities

- Sales-Oriented person (have sales experience)
- Strong listening skills, strong analytical skills
- Able to work as part of a team
- Familiar with language of Interior Design/home furnishings/floor coverings
- Strong phone presence, excellent verbal and written communication skills
- Follow directions well, willingness to ask questions if unsure of task required
- Able to multi-task, work under pressure, and meet deadlines
- Enjoy interacting with clients in the field
- Detail orientation with superior follow-up
- Strong administrative, computer, and digital skills
- Physically able to lift/move rugs (~50lbs) and display items to support customer needs

Compensation Base/Commission, Full Benefits: Medical, Dental, Vacation, Holidays, 401K.

Tufenkian Artisan Carpets was founded in 1986 by entrepreneur James Tufenkian in order to create beautiful and superbly crafted handmade rugs that not only enhance an interior environment, they also enrich the lives and communities of the artisans who make the rugs. This same philosophy drives all Tufenkian ventures, from category defining handmade carpets, to luxurious hotels, to the finest epicurean products and is also clearly manifested in the extensive humanitarian and environmental work of the Tufenkian Foundation. Tufenkian not only diligently ensures that no child labor is ever used to produce any product bearing the Tufenkian name, but also uses the proceeds from its businesses to ensure that its craftspeople are cared for, and their communities thrive. By entering redeveloping nations and providing communities employment, housing, potable drinking water, schools, medical facilities, cultural preservation initiatives, and environmental rehabilitation, Tufenkian outstrips international humanitarian standards. This is all part of fulfilling James Tufenkian’s founding mandate that we “leave the places we touch a little better than we found them”

Please send resume and cover letter to Glenn Ludwig at gludwig@tufenkian.com