

TUFENKIAN

ARTISAN CARPETS

Position Title: Account Manager, Portland Showroom

Reports to: Commercial Director

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

Position Summary: As a lead sales representative, you will be required to proactively generate sales on an individual and team basis through interior design trade accounts and retail/end-user clients. You will actively work with Tufenkian's company resources to ensure complete client satisfaction from sales inception to final product delivery. This role will be based in and work from our Portland, OR showroom, and will be provided with a significant existing commercial and retail customer base. The ideal candidate for this role will work successfully with clients both in and outside of the showroom environment.

Account Manager Role

- Nurture and expand interior design trade accounts for the Portland, OR region
- Greet customer foot traffic in the showroom and provide an ideal brand experience
- Initiate appointments and tend to clients outside the showroom
- Present the brand and our products to small and large groups of design trade professionals
- Understand and fulfill client needs throughout the sales and delivery process
- Support sales cycle, sales administration, and operational sales activities as necessary

Desired Skills and Qualities

- Sales-oriented person with sales experience
- Strong listening and analytical skills
- Thrive as part of a team, but able to lead when necessary
- 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 and representing the brand in the community
- Detail oriented with superior follow-up
- Strong administrative, computer, and digital skills. Experience with Hubspot is a plus
- 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” Tufenkian in Portland was started by David Tufenkian 49 years ago; it was the first carpet retailer in Oregon to focus on the interior design trade, the first to implement a customer database in 1995 and the first to go online in 1997 with Tufenkian.com. The artform of rugs dates back over 2500 years, yet we innovate with all the tools relevant to sustain a small business in this new century. Come join us!

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