



## Showroom Sales Consultant

From inspiration to creation, our Showroom Sales Consultants walk our clients through the design and selection process in our showroom, featuring the latest styles and designs in kitchen and bathroom fixtures. If you enjoy customer interaction, working with a diverse client base, and are interested in pursuing a career in a showroom sales environment this is the opportunity for you!

SPS Companies, Inc., established in 1951, is a wholesale distributor of products and services for residential and commercial plumbing, mechanical and industrial piping, heating, ventilation, air conditioning, refrigeration, and fire protection. We have SPS Kitchen and Bath Showrooms at our St. Louis Park, Mankato, Bismarck, and St. Cloud locations. As an Employee Owned Company (ESOP), our employees have a vested interest in SPS, which leads to greater motivation and productivity as they are really owners rather than employees.

Showroom Sales Consultants provide expert product selection assistance to a varied customer base that includes plumbers, builders, contractors, homeowners, and more. This position will give you the opportunity to learn many facets of the industry and develop key relationships with clients and vendors. These relationships, in addition to maintaining a high level of customer satisfaction, are critical to your success, and play an important role in increasing our overall sales, market share, and company profitability.

### **Specific Duties Include:**

- Provide thorough and friendly service to customers
- Identify customer needs, including project vision, size, and budget
- Develop knowledge of features and functionality of products, including price points, application, and availability
- Follow through on commitments made to customers (quotes, existing sales orders, sales follow-up, etc.)
- Generate new business through builders, remodelers, designers, plumbers
- Recognize different consumer types and adjust approach for optimal results
- Establish trusted advisor status with customer, becoming a resource for them and the company
- Support the professional image of the showroom by ensuring displays are clean and in working order, and pricing and binders are up to date
- Understand the nuances of competitor product offerings, their target audience, and their outreach strategies
- Educate customers on the benefits of using a showroom vs. online or big box retailer.
- Perform other duties as assigned

### **Qualifications:**

- Strong attention to detail
- Proficient with related computer systems and applications
- Convey messages, ideas, and decisions through clear verbal and written communication
- Active listener – understand and identify customer needs
- Ability to build and maintain relationships with customers and within the company and industry
- Able to problem solve, analyze information, and effectively coordinate projects to meet customer needs

### **Position Requirements:**

- Strong communication and customer service skills
- Ability to manage time and prioritize work effectively
- Educational background in design (preferred, but not required)
- Sales experience (preferred, but not required)

This is a full-time position, with hours typically ranging 8:30 a.m. to 5:30 p.m. Full-time employees are eligible for medical, dental, life and AD&D insurance, long-term and short-term disability insurance. SPS Companies, Inc. is an Equal Opportunity Employer. We are a drug-free workplace, with pre-employment drug screening required. Employment is contingent upon successful completion of a background check.

If interested in applying, please send a cover letter and your resume to Stephanie Mulcahey, [smulcahey@spscompanies.com](mailto:smulcahey@spscompanies.com).