

KALON DIRECTOR OF SALES & MERCHANDISING

Kalon Studios is seeking a Director of Sales and Merchandising to join us in championing American-made, sustainable furniture design. We're looking for a highly-motivated individual who has an expertise in sales and leadership and a passion for design. You'll be responsible for developing and implementing sales strategies, managing our sales team and cultivating and developing relationships with our slate of wholesale, trade, and distributor accounts. You'll manage and oversee the aesthetics, presentation and strategic planning of the Kalon Showroom. The ideal candidate is an excellent communicator with initiative, drive and enthusiasm.

Job Requirements

- + 7 years minimum of professional experience demonstrated in sales, marketing or business administration
- + Excellent communication skills in clarity and tone, great with people and enthusiastic about design
- + Excellent leadership skills
- + In-depth knowledge of marketing and sales techniques best practices

Skills

- + A deep understanding of the furniture/design industry
- + Excellent communication and presentation skills
- + Strong leadership skills and ability to mentor, lead and empower a team
- + A strong analytical thinker
- + Creative problem solver
- + Excellent sales and negotiation skills
- + Display a strong work ethic, honesty and adhere to the company's mission and values, policies and procedures
- + Reliable, responsible and dependable in fulfilling obligations
- + Excellent organizational and time management skills
- + Resilient, positive, calm and effective in challenging situations
- + Foster a positive work culture

General Responsibilities

- + Manage and oversee sales operations
- + Develop and implement sales strategies
- + Manage and oversee showroom
- + Manage and oversee the sales team
- + Create and communicate sales goals
- + Drafting quarterly sales reports
- + Meeting sales targets
- + Cultivate and develop strong relationships with clients
- + Spearhead and streamline merchandising strategies
- + Conceptualize and oversee showroom aesthetics, organization, product presentation both digitally and within Kalon's showroom spaces

Please respond with the following to careers@kalonstudios.com

- + Resume
- + Cover letter
- + 2 professional references
- + Date you can start

This position is full-time and includes benefits. Candidates selected for an interview will be provided with a more detailed job description. First round of interviews are held via phone, second round of interviews are held on site.