

KALON SALES REPRESENTATIVE/AGENT

Kalon Studios is seeking a Sales Representative to join us in championing sustainable furniture design. We're looking for someone who has a working knowledge of the furniture design industry and a passion for growth and exciting opportunities. You'll be responsible for procurement, outreach and cultivating relationships with potential retail partners and prospective clients, and will manage a slate of European wholesale, trade, and distributor accounts. You'll be the main point of contact for architects, interior designers, as well as wholesale accounts. The ideal candidate is an excellent communicator with initiative, drive and enthusiasm.

Job Requirements

- + 3 years minimum of professional experience demonstrated in sales and client acquisition, ideally in the furniture or design industry
- + Excellent communication skills in clarity and tone, great with people and enthusiastic about design

Skills

- + Strong interpersonal and communication skills
- + Highly motivated and target driven with a proven track record in sales
- + Excellent selling, negotiation and relationship management skills
- + Excellent organizational and time management skills
- + Ability to create and deliver presentations tailored to the audience needs
- + 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
- + Work cohesively with all levels of management and co-workers as part of a team

General Responsibilities

- + Sales and client procurement
- + Create and manage sales strategies
- + Manage and cultivate strong relationships with trade, wholesale and distribution accounts
- + Generate leads and follow up on inquiries using CRM tools
- + Meet sales targets
- + Reach out to customer leads through cold calling and in the field client presentations
- + Coordinate sales effort with team members and other departments

Please respond with the following to careers@kalonstudios.com

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

This position is sales and commission based. 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 in person or via video conference.