

## Cupboards Express *Cabinet Design and Sales Consultant*

**Purpose of the role:** The successful candidate will play a key role growing volume, brand awareness and profitability of Cupboards Express by successfully dealing with & selling to both retail and builder clients.

### **Key Responsibilities and Required Skills**

#### **Client Relations**

- Determine, understand and analyze client needs and expectations
- Consult clients through every stage of cabinetry selection process from initial visit to selection of color schemes, styles, layout options and pricing
- Follow-up all new leads and customer inquiries

#### **Product Knowledge**

- Possess the ability to explain all available product offerings and suggest options best suited to individual client layout, needs and budget
- Be able to describe the benefits and features of Cupboards Express products compared with other product lines.
- Effectively advise our “do it yourself” clients on the technical aspects of measures, layouts, site preparation and installation.
- Be able to effectively communicate the available installation and delivery options
- Thoroughly review each layout/ order form with client and accurately enter orders

#### **Business Building Relationships**

- Diligently follow-up on new leads and pricing requests and undertake networking activities to meet potential new clients.

#### **Marketing and Social Media**

- Market Cupboards Express products to our target demographic through several different channels including social media
- Develop social media content to support current promotions and instore specials

#### **General**

- Keep showroom tidy and clean
- Be willing to assist team mates when needed and time allows

#### **Required Skills and Experience**

- Minimum 3 to 5 years’ experience in the Cabinet Industry or other relevant experience.
- Ability to read and understand floor plans
- Computer skills - Excel is a must but design software experience would be a bonus
- Possess excellent communications skills including being a good listener
- Have a strong aptitude for detail and the ability to ask for the business

**The Rewards:** Delton Cabinets offers the successful candidate a competitive compensation package including benefits.

For more information or to apply please send your resume and cover letter to Leslie Holland, Managing Partner, Design and Sales via email at [LeslieH@DeltonCabinets.com](mailto:LeslieH@DeltonCabinets.com).

Only shortlisted candidates will be contacted