

Kitchen Cabinet Design and Sales Consultant - Delton Cabinets

About Our Company: Delton Cabinets has been designing and manufacturing quality custom cabinets in Edmonton since 1958. As Edmonton's largest manufacturer of kitchen cabinets, Delton is proud of its heritage and local ownership. Having recently expanded our operation, we are looking forward to significant growth and opportunity for our valued employees.

We are looking for a sales professional to join our Edmonton team as a Design and Sales Consultant and help us grow!

KEY RESPONSIBILITIES:

- **Project Management** - Work with our clients throughout the complete project cycle, from first contact through the design stage to project completion.
 - **Design function** – Ability to understanding our customer's vision and needs and act as a consultant throughout the process
- **Account Management** – Responsible for customer management of assigned list of builders, architects and designers.
- **Networking and business development** – Responsible for driving new sales and increasing volumes. Must be willing to promote Delton Cabinets and attend outside events and activities as well as track and follow-up new leads.
- **Showroom duty** - You will be assigned to showroom duty as required on a rotational basis with other Design and Sales Consultants
- **Planning and Reporting** – You will develop and maintain an active sales projections list in addition to reporting on monthly activities.
- You will also be required to **collaborate with colleagues** in technical design, sales, and across the company.

QUALIFICATIONS required for success:

- Kitchen design designation or equivalent experience
- 3 to 5 years sales experience – cabinet industry preferred
- Cabinet based design software experience would be an asset
- Construction industry background, ability to interpret blueprints and a technical aptitude
- Detail oriented with strong organizational and time management skills
- Desire to stay current with industry trends and standards

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.

Only shortlisted candidates will be contacted