ROBERT SMITH

Furniture Sales Consultant

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Furniture Sales Consultant is responsible for strategically identifying potential clients to grow small to large business accounts through initiating and closing the sales on products. Absorb large amounts of technical knowledge and able to meet and surpass quota's in a commission based environment. Persuasive communicating with time-management skills allowing a revenue generating sales pipeline, which leads to excellent business relationships.

EXPERIENCE

Furniture Sales Consultant
ABC Corporation - 2021 – 2022

- Visited customers to make plans for floor settings, built up a clientele, trouble shooting when needed.
- Able to understand customers needs by conversational skills.
- Recognised need and evaluated the design necessary for the area in which the merchandise was to be situated.
- Developed specific needs of the individual client, such as window treatments, periodical themes, and lighting specifics for a particular room, recognising their personal taste in accessories to please these needs.
- Assisted customers Demonstrated products to customers.
- Responded to customer inquiries in person and on the phone Arranged for product delivery Reviewed.
- Maintained a positive working relationship with all store associates.

Furniture Sales Consultant
Delta Corporation - 2002 – 2006

- Furniture Sales 864-582455{ Servicing Customers Writing Contracts Customer Follow-up.
- Commission-based sales position.
- Specialized in selling consumer furniture and assisted customers in benefitting from pricing specials from manufacturers.
- Created orders using the STORIS furniture software program.
- Utilized software to provide excellent customer service, from purchase order creation to delivery to timely follow up calls.
- Job Duties Furniture sales consultant.
- Sold and placed orders for Ashley Furniture.

EDUCATION

- Bachelor's In Interior Design

SKILLS

Customer Service, Sales, Store Management.