



M&M Office Interiors, Inc., Middleton Work Space Consultant / Dealer Sales Representative

Are you truly a people person? Do you thrive off of networking and making connections? Do you have a keen sense of intuition and boundless charisma? Are you driven by success and always pushing yourself to keep improving? If so, we should talk. You have talents that align with a successful career in sales.

We are seeking dynamic, charismatic, outgoing people, who have a real passion for working in a fast-paced, creative and highly rewarding environment.. As a member of our team of work space consultants, you can harness these talents and work in a position where your success is only limited by your own drive and creativity. In this role, you will work closely with our interior design, order entry and installation teams in a collaborative environment to provide our clients with design and furniture solutions that reflect their organization's culture and brand.

Specific Responsibilities and Duties:

- **Lead generation:** networks extensively for leads, conducts research on prospects and reaches out to build relationships with potential clients
- **Sales Implementation:** qualifies leads through analysis, executes persuasive presentations and delivers detailed, professional solutions
- **Customer Interface:** conducts a professional, cooperative interface with the customer, attends client planning meetings and presents solutions to customer in a responsive and timely manner.
- **Performance Goals:** develops sales plan to meet monthly, quarterly and yearly sales goals as set by the dealership and sales manager
- **Contract Furniture Management:** applies knowledge of dealership's product lines and engages in continuous learning to understand office environment planning including: ergonomics, organizational culture, wellness, employee attraction and retention, engagement and business productivity drivers

Qualifications / Skills:

- **4 year degree in Sales/Marketing, Interior Design or Business preferred**
- **Strong written and verbal communications skills; strong presentation skills**
- **Ability to prioritize multiple projects, requests and deadlines**
- **Strong prospecting, closing and account management skills**
- **Inherent motivation to meet sales goals**
- **Knowledge of systems furniture and ancillary commercial product lines preferred**
- **Experience in commercial design industry preferred**
- **Strong interpersonal and client relationship skills with a customer service focus**
- **Proficient in Microsoft Office suite and varied social media platforms**
- **1 year experience in professional sales or design**

Job Type: Full-time

M&M offers a dynamic work environment with comprehensive & competitive compensation as well as a benefit package which includes medical, dental, vision, long-term disability, life insurance, and 401(K).

Please begin the application process [here](#).

If you have any questions regarding the position or would like to follow up, send inquiries and resume to Julia Goetzka at jgoetzka@mmoffice.com.