

Floor Store Sales Associate

Full-time + Commission (Bay Area Locations)

Summary

The Floor Store is a family run business that has built a reputation for great service, quality and reliability in the flooring industry for over 34 years. We value our employees and take immense pride in the team we've built. We have created a culture where individuality is welcomed and differences are celebrated, which makes for an exemplary working environment. Our employees feel supported in their success and exceptional earning potential.

Some of the benefits and programs we offer include a generous health insurance plan, 401K with discretionary company match, employee referral program, Floor Store discounts, as well as bonus opportunities at every level.

We are currently looking to expand our sales team in all nine Bay Area locations, due to record breaking sales in 2020. If you genuinely enjoy customer service, have an eye for interior design, and are excited to help customers transform their space, we'd be interested in getting to know you.

Key Qualifications

- You are friendly and enthusiastic, and establish rapport with people quickly and easily
- You are an excellent listener and communicator, both written and verbal
- You have an understanding of the retail sales process and are familiar with consumer behavior principles
- You love connecting with customers to help them find solutions to their projects
- You are curious and knowledgeable about products you sell, which helps you quickly pinpoint where customers may benefit from a particular product
- You are a consummate professional and always exceed customer expectations
- You are motivated and driven and strive consistently to reach beyond your sales goals

A typical day in sales at the Floor Store may include the following:

- Greet customers and help find solutions to their individual and unique projects
- Work with customers on special orders, returns or exchanges
- Resolve customer issues quickly and efficiently
- Process POS purchases using QFloors database program
- Learn about new products and store offerings
- Prepare and present proposals
- Read, analyze and interpret contracts, policies, regulations and guidelines
- Assist in other areas of the store as needed

Eligibility Requirements

- Proven track record in meeting sales quotas
- High School Diploma / GED
- Proficiency in basic math and technology

Physical/Sensory Requirements

- Ability to exert 20-60 pounds of force occasionally to lift, carry, push, pull or otherwise move objects
- Ability to use hands and fingers to handle or feel objects
- Ability to stand, walk, reach, climb, balance, stoop, kneel, crouch or crawl

The Floor Store considers all applicants for employment without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, age, disability, medical condition, pregnancy, marital or familial status, veteran status, or based on any other class protected by applicable federal, state, or local law. We also provide reasonable accommodations to qualified individuals with disabilities in accordance with the Americans with Disabilities Act and applicable state and local law.