

## **Showroom Sales Associate - Chicago**

We have an exciting opportunity for a Showroom Sales Associate to join us in our Chicago showroom to achieve year on year growth sales targets through a customer centric approach. Reporting to the Showroom Manager, you will operate as the Sales Associate in the showroom working across the Zoffany, Sanderson, Morris & Co, Harlequin, Scion brands and third-party furniture collection George Smith. Your role will involve working with clients visiting the showroom by guiding them through the products for their projects as well as maintaining and updating the showroom with products and labelling. In addition, you will be pulling memo samples for the walk-in clients and supporting the Chicago and MI/IN road reps with pulling memo samples for their clients.

### **Responsibilities**

- Maintain business relationships with customers and provide product information via phone, email and in-person in the showroom
- Support designers and the sales team on the road with product sample requests; fabric and wallpaper memos
- Daily outreach to new and potential customers
- Work on new leads and grow the business
- Showroom presentations to customers to show new product and represent the brands
- Process customer orders daily
- Reach the sales target based on the showroom plan for outreach and growth
- Manage showroom inventory and pricelists
- Provide outstanding customer service
- Organize and sort new collection sampling (seasonally)
- Assist in showroom merchandising of new collections (hanging batons and flat board samples)

### **Skills & Experience**

- Undergraduate degree from accredited university
- Knowledge of terminology and specifications in the textile and wallcoverings field for residential and contract
- Comprehensive computer skills including Microsoft Office, Outlook, Word, Excel, and PowerPoint
- Self-motivated with the ability to work independently
- Passion for design and trends
- High level of taste in the field of interiors
- Strong organizational skills
- Detail oriented

You can apply for this role by sending your CV to [jobs@sandersondesigngroup.com](mailto:jobs@sandersondesigngroup.com)

### **About us**

Sanderson Design Group is an international luxury interior furnishings company that designs, manufactures and markets wallpapers and fabrics together with a wide range of ancillary interior products.

In 2020, we brought our portfolio of brands home to Sanderson Design Group, evoking the combined longevity and prodigious creative history of our brands. Sanderson Design Group describes the ebullience of our past endeavours. It sketches the outline of our future. A collective of 7 quintessentially British luxury interior brands and 2 manufacturing brands, at Sanderson Design Group we are Sanderson, Archive, Morris & Co., Zoffany, Harlequin, Clarke & Clarke, Scion, Anstey Wallpaper Company and Standfast & Barracks.

Our purpose is "To bring the Beautiful into People's Homes and Lives". This has defined and shaped our brands since our very earliest days. The oldest brand in our arsenal, from where we derive the namesake of our group, began life in 1860, as an importer of fine French wallpapers to London. Arthur Sanderson & Sons Ltd played a pivotal role in defining English interior decoration tastes and its early success led to displaying designs at London's finest showroom, at Berners Street. Around this time in 1924, Arthur Sanderson & Sons Ltd were awarded The Royal Warrant, becoming "purveyors of wallpaper and paint" to the court of George V.

We recognise that each one of our brands contributes a unique chapter to our story. It is why we represent the full spectrum of British interior design, catering from cutting-edge sleek modern styles, to the hearty warmth of traditional forms. Our decision to rebrand as Sanderson Design Group in 2020 is our way of paying homage to our rich history, as well as marking our path towards a new future. As custodians of over 160 years of design experience, we are proud to Bring the Beautiful into People's Homes and Lives. We are Sanderson Design Group.