

Sales and Design Consultant @ La-Z-Boy Furniture Galleries

Job Description

ABOUT THE OPPORTUNITY

You love home design and décor? Are you a driven individual who relishes a challenge? Do you want to make a living but not have a cap on how much you can make? We offer a unique environment that fosters individual growth and rewards performance. You'll be working with an award-winning team. We place value on teamwork, positive attitude and ability to learn, along with personal motivation and drive. You must have the right combination to fit into this exceptionally progressive, forward-thinking and driven company. We provide an exciting work environment with ever-changing challenges in a company committed to your success.

ABOUT THE COMPANY

The La-Z-Boy brand is the most recognized furniture brand in the world. La-Z-Boy is synonymous with comfort and quality. La-Z-Boy offers the greatest selection of quality home furnishings available in the marketplace today, backed by the most respected brand name in the business. La-Z-Boy Furniture Galleries of Greater Vancouver is locally owned and operated.

A DAY IN THE LIFE OF A DESIGN CONSULTANT

- Passionately creates customers for life, one exceptional experience at a time.
- Educates customers on La-Z-Boy products and services, communicating special promotions, features, benefits, and use and care information.
- Demonstrates the culture held within the company, including an attitude of fun, respect, sense of humour, support, empowerment, encouragement, passion, and interaction with all our staff.
- Respects and follows company policies and procedures.
- Demonstrates the ability to achieve personal and sales goals.
- We are looking for high energy, hardworking people to work directly with our customers.

MUST HAVE'S (QUALIFICATIONS, KNOWLEDGE AND SKILLS)

- The ability to provide exceptional client interactions and maintain strong working relationships.

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- Passion and knowledge of interior design and decorating.
- Pursues work with energy and drive.
- Demonstrated creativity and ability to meet sales goals.
- Proven record of customer service excellence.
- A strong personal sense of style.
- Upbeat, optimistic, passionate, friendly and authentic.
- Responsible and dependable.
- Proactive and solution-oriented.
- Ability and willingness to accept and provide feedback.
- Excellent team player and ability to work independently.
- Sets high expectations and drives performance towards outstanding results.
- Clearly communicates and effectively listens to clients wants, needs and desires.
- Prior retail and sales experience helpful to your success, but not required.
- Ability to work a flexible schedule based on business needs, including weekends, evenings and holidays.
- Completion of Grade 12 Education.
- Must be legally authorized to work in Canada.
- Minimum 1 year of sales experience required.
- Minimum 1 year of customer service experience required.
- Minimum 1 year of interior design experience or education preferred.

OUR CORE VALUES ARE:

- **Act with Integrity:** Show trust and be trustworthy. Treat everyone with respect. Be dependable. Learn from your mistakes.
- **Think Customer:** The customer is at the heart of everything we do.
- **Total Commitment:** Take initiative and action. Set the example. Embrace accountability. Show energy and passion.
- **Drive Change:** Learn every day. Create innovation. Be curious, ask tough questions
- **Stay Connected:** Collaborate. Be a leader and a listener. Help others succeed. Be a community builder.