

Workspace Consultant Madison, WI



Learn more at www.ofr-inc.com. Email your resume to hr@ofr-inc.com.

Office Furniture Resources (OFR), the Midwest's largest office furniture liquidator, is growing our sales team. Our sales team superstars are the single point of contact with the customer, providing office furniture solutions and excellent service. If you have passion for problem solving, making connections and building relationships, then this is the sales job for you! We provide extensive product training; start in our showroom then grow into this outside sales role.

Learn about the unique (and sustainable) commercial furniture decommission business, help small and midsized businesses in every type of industry, and become an integral part of a dynamic team. OFR is a certified Woman Owned Business.

Responsibilities:

- Service existing customer accounts, grow repeat business.
- Identify new customers and opportunities, call on them and grow sales.
- Consult with existing and prospective customers, planning their office space and identifying furniture needs. Specify product for the best solution and win the sale.
- Manage the purchase to delivery process.
- Learn inventory, office furniture terminology, and become the expert (we train!)

Qualifications:

- 2 Years sales experience required
- Excellent listening & customer engagement skills
- Proven ability to upsell, close, and grow sales
- Professional phone, communication and presentation skills
- Experience with MS Office, CRM and basic computer functions

Benefits:

Base compensation plus commission. Opportunity for advancement. Health, Dental, Vision insurance. 401K

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