

CLARKE



New England's Official Showroom and Test Kitchen

Position: Showroom Consultant (Milford or Boston, MA)

Company Overview:

As New England's exclusive distributor of premium brand appliances from Sub-Zero, Wolf, Cove, The Galley and more, Clarke is dedicated to being an invaluable link between retailers and their customers, builders and their buyers, designers and architects and their clients.

When you visit Clarke, New England's Official Sub-Zero & Wolf Showroom and Test Kitchen, in Boston or Milford, Massachusetts or South Norwalk, Connecticut, you can compare and test drive more models of Sub-Zero and Wolf products than anywhere in New England, explore a portfolio of full-size kitchens from the region's best designers and be treated to an experience like no other in the appliance industry.

Summary of Position:

This position is a fast-paced, full-time position and will be working day to day with business partners and end-users in our showrooms in Boston and Milford, Massachusetts.

Essential Job Functions:

- Provide an educational consultation of our brands for our clients
- Work with customers coming into the showroom to educate on high end appliance solutions
- Work special showroom events
- May be responsible for opening and closing the showroom
- Work with marketing and sales to provide feedback on trends, consumer insights and showroom needs
- Responsible for upholding showroom and customer standards at a high level to make impression of showroom modern and desirable

Skills and Competencies

- Demonstrated ability to work with Showroom manager to coordinate successful events
- Demonstrated pride in look and feel of the facility
- Must be able to work under pressure
- Must be passionate, committed to excellence, driven to make showroom and company succeed
- Ability to troubleshoot and fix problems
- Strong communication skills
- Must be good with people, collaborative, and have a good sense of humor
- Experience in sales and management of high-end retail products
- Proven track record in consultative sales. Ability to grasp and understand technical specifications of product.
- Must be available to work on Saturdays and some evenings for events, and able to work occasionally in our either our Milford or Boston showroom.
- High degree of energy and self-motivation
- Most importantly, the ability to work in a team atmosphere

Preferred Education and Experience

- Must have experience in high end restaurant, hotel or hospitality, education, or luxury retail industry
- Prior experience in sales desirable
- Stable career track record and desire to move into a long-term career role

Job Hours

- Tuesday – Friday: 9am – 5pm
- Saturdays: 10am – 4pm

Clarke provides a competitive benefit package, including 401 (k) with matching, Health insurance, Employee discount, Life Insurance, and Paid Time Off.

To learn more about us visit www.clarkeliving.com and watch what some of our current employees have to say about working at Clarke: <https://youtu.be/GV1JLiEbl2A>