

# CLARKE



New England's Official Showroom and Test Kitchen

**Position:** Showroom Manager

## **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 will be responsible for day-to-day management of showroom and consultants, team building and training, maximization of sales growth, coordination of events, proper follow up with customer, showroom layout and resolution of all operational issues that arise within the showroom.

## **Essential Job Functions:**

- Provide an educational consultation of our brands for our clients
- Responsible for making the showroom inviting to customers, from cleanliness to a friendly sales staff to the most modern and desirable merchandise
- Will be responsible for coordinating creative and successful events
- Hire, train, and mentor employees

## **Skills and Competencies**

- Experience in sales and management of high-end retail products
- Proven track record in consultative sales leadership, coaching and mentoring employees
- Demonstrated pride in look and feel of running 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
- Must be good with people, collaborative, and have a good sense of humor
- Ability to grasp and understand technical specifications of product
- High degree of energy, self-motivation and desire to be rewarded with hard efforts
- Demonstrated ability to coordinate successful events

## **Preferred Education and Experience**

- Minimum of 5-7 years' experience in high end retail, hotel, or hospitality industry
- Experience coordinating events
- Degree in Business, hospitality and travel preferred
- Stable career track record and desire to move into a long-term career role

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](http://www.clarkeliving.com) and watch what some of our current employees have to say about working at Clarke: <https://youtu.be/GV1JLiEbl2A>