



**Position:** Showroom Sales Representative (Montreal)  
**Position Type:** Full-time  
**Schedule:** Weekdays 8:30 am – 5:00 pm  
Saturday 10:00 am – 5:00 pm

### **Job Overview**

We are looking for a person with a positive attitude who enjoys working in a fast-paced environment and understands how important customer service is. The successful candidate will be a proven self-starter who like to take initiative. He/she will be skilled in developing relationships, assessing customer needs and providing advice on available products while providing unparalleled customer service from the initial greeting to the final sale.

### **Responsibilities**

- Serve as the first point of contact for the Groupe Stonetile showroom customer walk-ins and call-ins
- Answer and accurately direct customer requests by asking leading questions and pre-qualifying.
- Administer, verify, and communicate accurate and detailed product information to customers.
- Assist customers with design recommendations and solutions.
- Maintain relationships with existing client list; develop new clients through various industry sources.
- Input and maintain accurate information in P21, and other software as required.
- Obtain purchase orders and/or deposits in a timely manner.
- Maintain showroom for cleanliness and neatness to ensure a favourable and hospitable setting for all customers.
- Maintain appropriate and accurate records of requests for information and materials.
- Assist Reception with answering incoming telephone calls.
- Other duties as required.

### **What type of experience and skills do you have?**

- 2+ years' experience in sales, customer service or in a related position
- Ability to speak, read, and write both in French and English
- Experience and/or knowledge of interior design
- Excellent communication skills, both written and oral
- Exceptional organizational abilities with task prioritization, multi-tasking, use of timelines and time management techniques
- Ability to work in a fast-paced environment
- High level of personal integrity
- Working knowledge of Microsoft Office Suite, ie. Outlook, Word, Excel
- Must be able to work with little supervision and must be self-directed
- Successful completion of Criminal Background Check

### **What is considered an asset?**

- Proven sales ability and able to surpass sales target
- Previous experience of natural products such as, stone, tile, porcelain, wood and laminam
- High levels of enthusiasm
- Professional/mature demeanor under stressful situations



### **Why Stone Tile?**

Our attitude, approach and entrepreneurial spirit sets us apart from our competitors. We know our success comes from our people and we place a high emphasis on their wellbeing.

Stone Tile is rapidly growing as a company and we believe all members of our family should do the same. We care about our employees, which is why we believe in personal and professional growth and will work diligently to provide the support needed for you to reach your goals.

### **Perks and Benefits:**

- Flexible paid time off- float and sick days are provided annually
- Frequent team outings and company wide events including long weekends BBQs, Employee Appreciation Day, games night, bagel breakfast, holiday party and many other events put together by our social committee!
- New parent benefit bonus
- Free parking
- Employee Referral Bonus
- Milestone Service Award
- Commitment to professional growth

*Stone Tile is an equal opportunity employer and welcomes applications from all interested parties. Accommodations for job applicants with disabilities are available on request. To request any accommodations, please specify in your application.*

*We thank you for your interest, however, only those candidates selected for an interview will be contacted. No agencies please.*