



Senior Sales Representative -Design - Job Description

About Us

Are you a tenacious, self-starter with a passion for interior and hardscape design? Are you looking to join an organization that values innovation, quality, and creating lasting relationships? Where your big ideas are valued and welcomed, and results are rewarded? If so, we want to hear from you!

Stone West Inc. specializes in providing premium quality dimensional stone for both interiors and exteriors. Located in the beautiful California communities of Ventura and Paso Robles, our multi-acre sites showcase an immense selection of exquisite stone – but our business doesn't end there. We carry a full line of exterior hardscape stone from quarries around the world, natural stone and manufactured tile collections, and a large assortment of leading-edge building supplies for professional builders and artisans. We service high-profile clientele, partnering with industry leaders in luxury construction and design.

Job Summary

At Stone West Inc., we know that the key to growth is a high-performing sales team. That's why we're seeking a qualified Senior Design Sales Consultant who can use their product knowledge and love of design to create an exceptional customer experience, and drive top-line sales.

The ideal Sr. Design Sales Consultant is results-driven and excited by developing lasting relationships with prospective clients, current customers, and industry partners and vendors. From natural stone, tile, and manufactured materials, to residential and commercial application and installation processes and tools, this specialist is a product expert who uses active listening and compelling communication to recommend the right products to fit the client's needs.

This role requires both inside and outside sales strategies coupled with diligent follow-through and strong written and verbal communication skills to be successful.

Ideal candidates will have a strong understanding of distribution models in the natural materials space. As a boutique, luxury materials company we have the ability to be nimble and adapt quickly to changing business conditions, and are looking for candidates who share that adaptability and solution-oriented mindset.

The Sr. Design Sales Consultant will work primarily from our showroom in Ventura, CA. Weekly travel required to generate leads and nurture relationships throughout a geographical territory in the Ventura, Santa Barbara, and Los Angeles counties. Travel expenses are provided as needed.

Occasionally the role will represent Stone West Inc. at events outside of regular business hours. Though infrequent, national and/or international travel may be required for trade shows and/or business development purposes. Travel and work hours and expectations may shift depending on the needs of the business.

Objectives of this role

- Represent the company's products and services, using comprehensive industry knowledge to explain how our products meet customer needs.
- Achieve sales results by creating selling strategies, targeting sales goals, and analyzing performance data.
- Develop trusted relationships by offering design expertise and consistent communication with trade professionals and homeowners.
- Expand our market presence and provide strategic insights to company leadership on trends and market feedback.
- Identify best practices for refining the company's lead-generation playbook.
- Mentor sales staff through actively sharing industry and product knowledge, supporting their training and development.

Responsibilities

- Develop a wide array of relationships that span from walk-in clients to a sourced client book.
- Deliver world-class customer service, and be a brand ambassador for Stone West Inc. products.

- Sell appropriate products and services to customers of all types (homeowners, designers, and tradespersons).
- Quote prices, prepare sales contracts, support with delivery communication, and confidently handle inquiries regarding customer orders, providing order updates as needed.
- Understand our market position and engage in strategic outreach to generate new sales leads and proactively seek new business opportunities.
- Support representing Stone West Inc. at industry events and meetings, both in-house and out-of-house.
- Attend trade shows and industry events as needed.
- Report weekly, monthly, and quarterly results.
- Perform additional duties as required and/or requested.

Required Skills and Qualifications

- 2 or more years of experience selling interior/exterior materials, architectural design, natural stone, or related products with a track record of exceeding lead targets.
- Familiarity with architecture, landscape, and building materials.
- A proven track record of building strong relationships with clients and business partners.
- Confidence in approaching and collaborating with important clients on complex, multifaceted project design plans.
- Strong communication skills (written and verbal).
- Proven, creative problem-solving approach and strong analytical skills.
- Strong desire and ability to grow with an organization.
- Ability to work autonomously, or with a team.
- Intermediate computer skills.
- Strong math skills to calculate figures and amounts.
- High School Diploma or equivalent.
- Valid Driver's License.

Preferred Skills and Qualifications

- At least 5 years of experience selling luxury interior/exterior materials, architectural design, natural stone, or related products.

- A developed book of connections and relationships in the natural stone, tile, and building materials industries.
- Expert knowledge of architecture, landscape, and building materials.
- Proven track record of using strategic selling skills to achieve sales quotas.
- Bachelor's degree (or equivalent).
- Strong entrepreneurial spirit and a desire to grow with the organization.
- Bilingual in Spanish is a plus.

Salary Range & Benefits

- Exact compensation includes competitive base pay, commissions and incentives and may vary based on skills, experience, and location.
- Health, Dental and Vision, Life Insurance.
- Paid Holidays, Vacation and Sick Leave.
- 401(k) Profit Sharing Plan.