

Furniture Sales and Design Des Plaines, IL



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 to grow into the outside sales role.

Learn about the unique (**and sustainable**) commercial furniture decommission business, help small and mid-sized 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.
- ✓ Consult with existing and prospective customers, planning their office space and identifying furniture needs. Specify product for the best solution and win the sale.
- ✓ Provide excellent service on the phone, in person and via web sales (LiveChat).
- ✓ Manage the purchase to delivery process.
- ✓ Learn inventory, office furniture terminology, and become the expert (we train!)

Qualifications:

- ✓ Sales experience or retail management experience a plus
- ✓ Interior Design or similar experience preferred
- ✓ Excellent listening & customer engagement skills
- ✓ Maintain an orderly appearance throughout the sales floor
- ✓ Proven ability to upsell, close, and grow sales
- ✓ Professional phone, communication, and presentation skills
- ✓ Maintain a positive attitude and focus on customer satisfaction in a fast-paced environment
- ✓ Experience with MS Office, CRM, and basic computer functions

Benefits:

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

For more information about our company, please visit our website and watch our YouTube video under Services/Furniture Removal Services. <https://ofr-inc.com/office-furniture-liquidators/>

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