

Furniture Sales Consultant Madison, WI



Learn more at www.ofr-inc.com. Email your resume to hr@ofr-inc.com.

Do you love the idea of transforming workspaces and helping businesses create inspiring, sustainable environments on a budget? Join Office Furniture Resources (OFR)- the Midwest's largest office furniture liquidator- and help us bring unique and sustainable office solutions to life! This is not just any sales job. We are growing our sales team and looking for someone who's passionate about problem-solving, building relationships, and making things happen around the state of Wisconsin.

If you're looking to be part of a dynamic, supportive team and love the idea of helping Business's make sustainable choices, this role could be for you! OFR is a certified Woman-Owned Business- so when you join, you are joining a team that values diversity, community, and growth.

Your Role in a Nutshell:

- Build and grow relationships with both existing and new clients around the state of Wisconsin, helping to identify and fulfill their furniture needs.
- Get creative as you consult with customers, plan office layouts, and suggest furniture from our used inventory that meets their needs.
- Oversee the full sales process, from purchase to delivery, making sure everything runs smoothly.
- Become a product expert (we'll train you!) and be ready to answer all things office furniture from your clients.
- Travel the state of Wisconsin, focusing on selling used furniture for the University of Wisconsin Recycled Office Furniture Contract to eligible clients.

What we are looking for:

- 2 years' sales experience
- Top-notch listening and communication skills
- A knack for identifying sales opportunities and a proven track record of upselling and closing deals
- Strong presentation skills and comfort with MS Office, CRM, and general tech know-how

Benefits:

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

Apply Now!

We are waiting to meet the person who can help us grow into the future- one chair and one happy customer at a time!

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