



**Position:** Luxury Showroom Design Consultant

**Position Reports to:** VP of Showrooms

### **ABOUT THE SHADE STORE®**

At The Shade Store, we have handcrafted the finest Shades, Blinds and Drapery for 75 years. We believe designing beautiful custom window treatments should be an effortless experience, so we offer outstanding services to help our customers every step of the way, from inspiration to installation.

### **WHY WORK AT THE SHADE STORE®**

We set out to create a company culture that is enjoyable, rewarding, and where there is continuous upward mobility and growth opportunity. If you work hard, give the company your all, use good judgment, and have a positive attitude – then the sky is the limit. In return, there are numerous perks and benefits including:

- **Competitive compensation structure**
- **Medical, Dental and Vision benefits**
- **\$50 per month cell phone reimbursement**
- **15 days PTO with additional 6 paid Holidays**
- **401k Available and we match up to 4% of your contributions**
- **\$100k Life Insurance & Short-Term Disability Coverage provided at no charge**

**THE POSITION:** Luxury Showroom Design Consultant

- Help us carry on a third-generation family run company, built on customer service
- Bring your years of professional interior design and/or luxury retail experience to a brand that's expanding nationally
- Combine your love of home décor and luxury products with your selling skills in an inclusive team environment
- Be proud to work for a company that manufactures its products right here in the USA
- Communicate differentiating qualities for custom products
- Enjoy the autonomy and accountability of being an entrepreneur
- Embrace change and flexibility, as well as facilitate it
- Go the extra mile every time to surprise and delight customers
- Flexible and can work a schedule that includes weekend hours

- Appreciate the investment you are making in this company and in return, our investment in you

#### **RESPONSIBILITIES:**

- Offer design wisdom and inspiration, both in person and via video consultations, while helping customers select the perfect window treatments for their home
- Speak comfortably about the functional and stylistic benefits of each of our custom products
- Manage customer projects and drive sales through consistent follow up and use of CRM system
- Co-manage and run the day-to-day operations of the showroom
- Identify outreach opportunities, including marketing to local interior designers, architects and general contractors
- Host and attend local design events with support from The Shade Store headquarters
- Cultivate and promote The Shade Store tradition of a professional and positive family atmosphere
- Participate in ongoing product/technology training, as well as weekly business meetings

#### **WHAT WE ARE LOOKING FOR:**

- Positive and friendly demeanor toward every customer and colleague
- Strong communication skills (verbal and written)
- Awareness of and interest in the design, home décor and/or luxury industry
- An obsession with creating an elevated client experience
- Demonstrated skillset in project management and providing an elevated client experience
- Excellent PC computer skills: position requires frequent use of Outlook for email/calendar and Teams for video communication, experience with CRM systems like Salesforce, NetSuite or similar is preferred but not required
- Self-starter, quick learner, team player
- Three to five years of experience in either retail, design, sales or customer service

**ABOUT US:** Visit our website at <https://www.theshadestore.com/corporate-info/careers> to learn more about The Shade Store and our career opportunities.

#### **THE SHADE STORE offer is contingent upon:**

- Successful completion of background check
- Proof of legal authorization to work in the United States for The Shade Store, which will be confirmed by E-Verify within three business days of your hire date

The Shade Store provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.