

Flooring Sales Consultant

Flemington Department Store – Flemington, NJ
Full-Time | Approximately \$20/hour + Sales Incentives

Flemington Department Store is seeking a friendly, dependable and customer-focused **Flooring Sales Consultant** to join our flooring department.

This is a **retail sales position, not a designer position**. The role is similar to a flooring sales associate at a home improvement retailer such as Home Depot or Lowe's, but with the opportunity to provide customers with more personalized service from selection through purchase.

Prior flooring experience is helpful, but not required. We are willing to train the right person.

What You'll Do

As a Flooring Sales Consultant, you will work directly with customers shopping for flooring for their homes and businesses. Your responsibilities will include:

- Greet customers and determine their flooring needs.
- Help customers select from carpet, hardwood, luxury vinyl, laminate and other flooring products.
- Explain product features, benefits, differences and pricing in an easy-to-understand manner.
- Assist customers in determining approximate quantities and costs based on room measurements.
- Prepare sales quotes and customer orders.
- Explain the flooring measurement and installation process.
- Coordinate with our flooring measurement, installation and support teams as necessary.
- Follow up with customers regarding quotes, product selections and pending purchases.
- Maintain flooring displays, samples and department appearance.
- Learn about new flooring products, manufacturers and promotions.
- Provide excellent customer service before, during and after the sale.
- Assist with other department responsibilities as needed.

What We're Looking For

You do **not** need to be an interior designer or flooring expert.

We're looking for someone who:

- Enjoys working with people and helping customers.
- Has a friendly and professional personality.
- Is comfortable discussing prices and asking customers for the sale.
- Has good basic math and computer skills.
- Is organized and able to follow a customer order from initial inquiry through completion.
- Is dependable and works well as part of a team.
- Is willing to learn flooring products and installation basics.
- Can work a retail schedule, including some weekends.

Previous experience in **retail sales, customer service, flooring, furniture, appliances, home improvement, hardware, building materials or a similar customer-facing environment** is helpful, but not required.

Compensation & Benefits

- Approximately **\$20 per hour**, depending on experience
- Additional sales incentives
- Full-time position
- Paid training
- Health and other employee benefits for eligible employees
- Retirement benefits
- Employee ownership opportunity through our ESOP for eligible employees
- Employee discounts
- Stable, long-term employment with an established local retailer

Why This Position Is Different

This is **not a commission-only sales position**. Our sales associates receive a dependable hourly wage along with additional sales incentives.

We believe successful salespeople don't necessarily need years of flooring experience. If you have strong customer-service skills, enjoy working with people and are willing to learn, we can teach you the flooring business.

Apply today by emailing gmischke@flemingtondepartmentstore.com to learn more about joining the Flemington Department Store team.