

Furniture 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 **Furniture Sales Consultant** to join our furniture department.

This is a **retail sales position, not an interior designer position**. Our Furniture Sales Consultants work directly with customers to help them select furniture that meets their needs, preferences and budget while providing the friendly, knowledgeable service our customers expect.

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

What You'll Do

As a Furniture Sales Consultant, you will assist customers shopping for living room, dining room, bedroom, reclining and other home furnishings. Your responsibilities will include:

- Greet customers and determine their furniture needs.
- Help customers select furniture based on their needs, preferences, space and budget.
- Explain product features, construction, fabrics, finishes, options and pricing.
- Demonstrate reclining furniture and other product features.
- Assist customers with available colors, fabrics and product options.
- Prepare sales orders and ensure customer selections and information are entered accurately.
- Explain delivery procedures, product availability and estimated delivery timeframes.
- Follow up with customers regarding product selections, questions and pending purchases.
- Develop product knowledge through training and experience.
- Keep showroom displays and sales areas neat, organized and presentable.
- Provide excellent customer service before, during and after the sale.
- Work cooperatively with our customer service, warehouse and delivery teams.
- Assist with other department responsibilities as needed.

What We're Looking For

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

We're looking for someone who:

- Enjoys working with people and helping customers.
- Has a friendly, professional and approachable personality.
- Is comfortable discussing prices and asking customers for the sale.
- Is a good listener and can help customers narrow down their choices.

- Has good basic math and computer skills.
- Is organized and pays attention to details when preparing customer orders.
- Is dependable and works well as part of a team.
- Is willing to learn about furniture products, manufacturers and options.
- Can work a retail schedule, including some weekends.

Previous experience in **retail sales, customer service, furniture, mattresses, appliances, home improvement, flooring, automobiles or another customer-facing sales 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 a successful Furniture Sales Consultant doesn't necessarily need years of furniture experience. We're looking for people who enjoy helping customers, communicate well and are comfortable selling. If you have those qualities and are willing to learn, we can teach you the furniture business.

Apply today at jkoziel@flemingtondepartmentstore.com to learn more about joining the Flemington Department Store team.