



CAREER OPPORTUNITY

Join the team helping save the world from ugly kitchens!

Do you love helping people realize their kitchen and bathroom renovation dreams?

Is having more control over your income important to you?

We are looking for a Kitchen Cabinet Sales Consultant to help our customers realize their kitchen and bathroom renovation dreams.

We want sales consultants that love their customers. We are looking for people who are driven to build a great business. You do not have to be a kitchen designer to be successful in this role; we have a centralized design centre that will transform your client's ideas into beautiful kitchen projects.

Here's a little about us, we are well established, successful, and one of the largest kitchen cabinet manufacturers in Western Canada. From our head office and state-of-the-art manufacturing facility in Pitt Meadows, BC, we deliver high-quality, locally made, customizable cabinets at an affordable price.

Our products are supported by our focus on service and are sold throughout Canada and the US. When you begin a career at Euro-Rite Cabinets, you join a team committed to providing exceptional customer service while building beautiful and affordable kitchen projects.

We have a diverse workforce, with Pride, Heart, Teamwork, Accountability, and Social Responsibility forming the basis of our Company's Values. Because of all of this, we're growing and continuously looking to add to our team. At Euro-Rite Cabinets, we want our team members to experience a safe and welcoming place to work.

To help grow your business, we have invested in numerous marketing channels to increase the number of leads for our sales team.

To be successful as a Project Consultant at Euro-Rite:

- You are customer-obsessed, understanding that the kitchen is at the heart of the home.
- You inspire clients with a vision of a beautiful and smooth kitchen renovation project.
- You are hungry to build a business by proactively making outgoing cold calls and site visits to generate sales.
- You build strong relationships with designers, architects, developers, and general contractors in the building supplies industry.
- You are proactive, provide outstanding customer service, and "own" a project from start to finish.
- You understand the flow of a project and develop incredible partnerships with our installers.
- You overcome renovation challenges as they pop up.
- You love being the go-to person managing multiple projects at one time.

Some of the key responsibilities will be:

- Make sales appointments with clients for Showroom meetings, in client's homes, and or virtually.
- Share your knowledge of our products and measure the site for cabinetry design layout and installation.

- Collaborate with the central design team to provide timely and accurate designs and quotes.
- Listen to customer's needs and stay up to date on current trends.
- Review quotes and cabinetry drawings to ensure that the client's room measurement, appliance specs, and product information are sufficient and accurate.
- Understand the market price for the products offered by the company to maximize margins.

Administrative Responsibilities:

- Maintain records of the sales pipeline's status reports as required, including quote activity, sold, open, lost, and follow-up.
- Effectively manage time to accomplish daily tasks and work efficiently so that you can achieve sales targets.
- Follow up with any clients to make sure that they are satisfied with the product after project completion.

Education, Experience, and Skills required for this position:

- Experience reading blueprints and construction documentation.
- Experience selling building supplies and projects – kitchen cabinet experience preferred, but not required.
- Excellent communication skills required, both written and verbal.
- Excellent attention to detail and analytical skills required.
- Strong Excel, MS Office, and email skills required.

If taking control of your income and working for a growing company inspires you, and you share similar values, please send us your resume; we would love to speak with you!

Standard Shift Hours will be from 9-5 **(Tuesday to Saturday)**

Showroom located at #212-19100 Airport Way, Pitt Meadows BC

www.eurorite.com

Salary: This is a 100% commission-based role. We provide a "strong start" base salary for the first 6 months of employment to allow for pipeline development. Most of our consultants exceeded that base within the first 2 months!

HOW TO APPLY: Email your resume to hr@eurorite.com, referencing this job posting.



We Have Heart



We Are Proud



We Do The Right Thing



We Give Back



We Are One