



Providing companies and individuals with the tools to maximize their performance.

Experienced Sales Professional Needed For Busy Luxury Market Rug and Floor Covering Company in Salem, MA

We seek 1 professional, energetic and luxury market focused sales professionals to join our family owned and operated business. We've been in business for over 30 years providing exceptional quality products, service and knowledge to both our consumer and designer clients in our Salem and Boston locations for over 35 years.

We provide our staff with training, development, growth potential and beauty as we offer our clients the most exceptional array of amazing oriental, antique and Tibetan rugs, as well as, broadloom. We also have expertise in installing and servicing clients, repairing and restoring rugs and offering exceptional service and value to our clientele.

Amazing service, quality and selection are key for this company and they are enjoying rapid growth and always enjoy strong customer loyalty.

Please send your resume, cover letter and salary requirements to Dawn for consideration at dawn@synergymanagementassociates.com

We are passionate about only bringing on board the brightest and the best to join our sales team and due to their expanding business they are looking for an individual with at least 2-6 years of sales experience with :

- Working with the **high-end consumer and designer clientele in Rugs, Carpet, Home Furnishings or Fabrics.**
- Proven experience in generating sales in excess of **\$1 million.**
- Strong focus on **developing and fostering client relationships** and servicing the needs of the **design community**
- A high degree of **self-motivation**, and well developed planning, organization and time management skills.

- Being a self-starter who is motivated to achieve fabulous results both professionally and financially
- Maintaining a **high level of responsiveness to customer needs** and business integrity
- Excellent communication, organizational, listening, and interpersonal skills
- Proficiency in Microsoft Word, Email, and the Internet
- **Excellent communication skills with the key ability to LISTEN effectively**, identify customer needs and develop rapport and understanding to service the unique needs of each customer.
- Ability to work and thrive in a team oriented environment.
- Must be flexible to work days and weekends.

Here's what you'll receive:

All employees are recognized for their contributions and are rewarded for their results. In addition to a generous draw and the ability to earn sizable commissions all employees receive the following:

- **Health Care, dental and other important insurances**
- **Performance Bonuses for exceeding goals**
- **A professional and beautiful environment**
- **Generous paid-time off package**
- **Unlimited growth potential and learning**
- **A beautiful, friendly, customer service oriented work environment with exceptional products**