



COMMERCIAL FURNITURE SALES EXECUTIVE

Fisher Hawaii is currently seeking a Commercial Furniture Sales Executive. This position centers on prospecting, with an additional focus on adding value to customers. The Outside Sales Representative functions as an entrepreneur, calling on a wide range of government clients to provide design consultation, sales and service within their assigned territory.

Job Description:

Essential Responsibilities:

- Territory and Account Management responsibilities
- Formulate strategic territory plan with both long- and short-term objectives, including identification of potential accounts and account-specific strategies
- Use consultative sales skills as a best-practice with all accounts, and effectively neutralize competitive situations
- Participate in networking and lead groups on a corporate level
- Maintain and maximize growth of existing accounts
- Become fully aware of Fisher Hawaii's product offerings in order to help customers choose products based upon need, budget and application, while ensuring customer's awareness of the advantages of Fisher Hawaii's products against competitors
- Presentation Skills
- Understand customers' business and market trends, in order to develop and deliver customer-focused presentations to identified key decision-makers
- Effectively diffuse objections, presenting Fisher Hawaii's product lines advantages rather than using price-driven strategies
- Accelerate sales cycle to a successful close

Basic Qualifications:

- 2-3 years' prior successful experience in a B2B product Sales role within the assigned territory
- Prior experience working in a self-directed capacity
- Prior successful experience in "relationship-selling" role
- Computer literate and proficient in MS Office suite

Desired Experience and Traits:

- "Hunter" mentality with an entrepreneurial spirit
- Demonstrated ability to establish relationships and follow through with a high level of customer service, regardless of sales cycle length
- Familiar and comfortable with a variety of technologies and technological tools
- Highly-motivated individual with ability and drive to embrace and enhance continuous learning

Educational Requirements:

College degree preferred

Travel Responsibilities:

Requires daily travel within territory

Compensation:

Initial base, transitioning to full commission role with a draw

Work Hours:

40 hour work week. Flexible scheduling. Mandatory weekly department and monthly company meetings.

Benefits:

- Medical / Dental / Vision / 401(k) / Monthly transportation/business related expense reimbursements.

PLEASE SUBMIT YOUR RESUME.