

Kitchen Design and Sales Representative

Would you like to bring people's dream homes to life? Join Carter Kitchen & Bath where we give you the freedom to design based on customers' wants and needs. Kitchen & Bath is a continuously growing sector for our multi-billion-dollar company, so you can rest assured that your career will have endless opportunities.

Our Story

Carter Lumber was founded in 1932 by W.E. Carter. For 90 years, we have strengthened our company by staying true to our values, which include honesty, hard work, and putting people first. What started as a single lumberyard in Akron, Ohio, is represented today by seven brands servicing professional builders and homeowners across thirteen states with more than 160 locations. Despite our growth, we are still a family-owned company. Our core values and our people-first culture remain the same.

Description

As a Kitchen Design and Sales Representative, you will be responsible for new construction and remodeling projects from measurement to delivery. You will work directly with builders, contractors, and homeowners to design interior spaces (kitchens, bathrooms, offices, mudrooms, bars, etc.) This will entail finding sales opportunities, job site measurement, designing, and securing the final sale. In addition to having a design background, the following are necessary to succeed: proven sales strategies, strong relationship-building skills, prompt follow through with commitments, and excellent communication skills.

Carter Lumber is a family-owned company, and we treat every employee as such. With us, you will have a support system you can always rely on. Your success is our success which is why we offer professional development opportunities. Every year, our Kitchen & Bath division gathers for a symposium full of learning, networking, team building, and fun. Every week, we set up calls where they can learn from other designers and hear from vendors on the latest products.

Salary + commission. The sky's the limit! Our commission is structured so that there is no limit to your compensation.

Requirements

- Demonstrated ability to design and to sell to contractors and homeowners
- Excellent knowledge of kitchen and bath cabinetry, materials, finishes, detailing, and trends
- Working knowledge of 20/20 and Microsoft Office programs
- Ability to read blueprints
- Ability to perform detail-oriented tasks in a fast-paced environment
- Ability to work a flexible schedule based on customer needs
- Strong math skills for quoting
- Excellent presentation and communication skills, both verbal and written

Benefits (full-time employees)

- Health, Dental, Vision (Single and Family Plans) available after 30 days of employment
- Short and Long-Term Disability
- Company-paid life insurance and AD&D
- Optional supplemental life insurance
- Company-match 401(k)
- Vacation time and paid holidays
- Vendor incentives
- Room for growth; we promote from within!