



Title: Retail Sales Consultant

Location: 1042 Waverley St, Winnipeg

Hours: Mostly day shifts (8:30 am to 5:00 pm), with 1 evening (Thursday 11:00 am until 7:00 pm) and 1 Saturday (10:00 am – 3:00 pm) on alternating weeks.

At The Floor Show, our people make the difference. We offer an exciting place to build your career with competitive compensation and benefit packages, company matching RRSP/DPSP program, employee home purchase program and employee discounts.

Job Overview

Reporting to the Retail and Building Manager, as the **Retail Sales Consultant** you will plan and generate targeted sales within your customer portfolio. You also act as the liaison between the business unit and the customers, ensuring delivery of excellent service to exceed customer expectations.

Your day-to-day responsibilities will include:

- Acting as the primary contact for clients relative to product information and facilitating product selections according to their requirements and preferences.
- Developing precise project expectations and updating clients on building process to ensure positive customer experience.
- Maintaining positive relationships with clients to promote sales while identifying and soliciting new clients.
- Researching and attending training to stay current with product knowledge, specifications, industry trends and preferences, and ongoing promotions of market competitors.
- Establishing and fostering positive relationships with colleagues to promote a collaborative work environment.

As our ideal candidate, you are...

- A strong communicator; you clearly express your thoughts in conversation and in written communication.
- An active listener; you seek to understand and listen to others in a non-judgmental way.
- Mindful; you respect diversity and deal with sensitive situations using high degree of integrity.
- Excellent service oriented; you handle relations with customers, internal and external parties with tact and diplomacy.
- A creative problem solver; you think outside the box for solutions without fear of failure.

Essential Requirements

- High School Diploma, or equivalent.
- Prior experience in the retail flooring industry is required.
- Minimum 3 years of sales experience, preferably in the flooring industry.
- Valid driver's licence and a reliable vehicle.
- Satisfactory verification of criminal record check.
- Proficient in Microsoft Office programs (Outlook, Word, Teams, SharePoint, PowerPoint and Excel).

What We Value

- Creating trusting and successful working relationships.
- Setting clear, measurable and achievable goals.
- Cooperating with team members in an open, positive and respectful manner.

- Staying current with technical job skills.
- Consistently meeting customer expectation.
- Taking responsibility for the outcomes of decisions and actions.

Work Conditions

You primarily work in retail sales setting during regular business hours with 1 evening and 1 Saturday on alternating weeks.

About Us

The Floor Show was founded in Winnipeg in 1998. The company's products include flooring for new home construction, multi-family housing, retail, insurance, hospitality, light commercial and heavy commercial flooring. The Floor Show also has a window covering and countertop division. To learn more, click [here](#).

Qualico welcomes applications from people with disabilities. Accommodations are available upon request during the assessment and selection process.

Candidates being considered will be contacted. We thank you for your interest. Join our [Talent Community](#) to stay up to date on job opportunities and to find out why we have the best reasons to come to work every day.

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