



McKinnon Furniture, 1201 Western Avenue, Seattle, WA 98101

CAREER OPPORTUNITY

Job: Retail Sales/Design Associate
Industry: Residential Furniture
Location: Seattle, WA / Bellevue, WA

McKinnon Furniture is a locally-owned, well-established manufacturer and retailer of high-quality, handcrafted hardwood furniture. As one of the iconic high-end furniture brands in the Puget Sound, the company seeks outstanding individuals to join our team as a sales associate in our showroom(s). We are currently hiring to support plans to grow with an additional showroom. See also www.mckinnonfurniture.com.

The Fit:

We are looking for individuals who share our beliefs about: celebrating the natural beauty of hardwood; making something that lasts a lifetime that is produced locally; serving and selling in a way that is driven by clients' preferences; and continuous improvement of the business and each other

The Job:

- Retail sales in one or both of our showrooms. Focuses on inside sales for incoming guest traffic but also pursues outside opportunities to generate traffic and referrals. Welcomes guests, builds rapport, identifies needs, designs solutions, closes, and follows-up.
- Proactively conducts follow-up phone calls within the client base to ensure satisfaction with their experience and product, and identify additional opportunities to serve
- Builds external relationships with architects, designers, or other centers of influence to generate referrals and additional traffic to the showroom

Requirements

- Successful experience achieving goals selling high-end products in a retail setting that requires multiple visits and interactions
- Strong product knowledge in the home furnishings category
- Working knowledge of interior or furniture design concepts, tools, and processes
- Willingness to work at either our Seattle showroom or a showroom on the greater Eastside
- Willingness to work weekends
- Interior or furniture design degree or professional credential (Preferred but not required)

OTHER

- Full or part-time options available
- Compensation D.O.E; must be comfortable with a portion being commission

QUALIFIED CANDIDATES send resume and cover letter to:

Gary Strand

gary@mckinnonfurniture.com