

**Job ID:** 03S99  
**Title:** Luxury Furniture Sales Representative, Baker Furniture  
**Location:** 1250 Slocum Street  
Unit 790, Dallas, TX 75207

*To apply for this job, please visit:*

<https://kohler.taleo.net/careersection/kohlercom/jobsearch.ftl?lang=en&portal=2540491971>

Baker Furniture is a proud member of the Kohler Interiors family. This is more than a job posting for the Kohler Company, one of the oldest and largest privately held companies in North America. This is an invitation to collaborate and ply your craft in a creative, conscious and characterful culture.

As a Luxury Furniture Sales Representative, this is your unique opportunity to set your mark and live on the leading edge. The Luxury Furniture Sales Representative has the primary responsibility to maximize sales volume by growing existing business, developing new business and providing the best possible customer service while enhancing Baker's and Kohler's mission to offer the highest quality and service standards in the industry.

#### **HOW YOU WILL CONTRIBUTE**

- Assist all customers as called in rotation.
- Create and maintain quotations for customers who come into the Showroom or who call for information.
- Follow up on all quotations within one week and on a weekly basis.
- Inform customers of price increases two weeks prior to the increase occurring.
- Inform customers of discontinued product, extended lead times, etc.
- Provide customers with product information.
- Assist the designer's client when the designer is unavailable.
- Assist end users when available or when requested by the manager.
- Maintain professional courtesy with associates and customers at all times.
- Monitor all open orders from placement to delivery.
- Once the product is shipped, contact customers to ensure the product and the service are acceptable.
- Maintain updated customer information including contact data, special interests, etc.
- Maintain knowledge of all vendor products, pricing, options, finishes, details, etc.
- Maintain thorough, up-to-date knowledge of all products, pricing and local competition.

#### **MINIMUM REQUIREMENTS - WHAT YOU NEED TO QUALIFY**

- Five plus years of Showroom or Retail experiences.
- 3-5 years' experience with luxury retail or furniture sales.
- Degree in Interior Design or Sales/Business management a plus.

#### **SKILL PREFERENCES – HOW YOU CAN STAND OUT**

- Proven success with driving sales goals and growing your business.
- Luxury Furniture Sales experience.

### **ABOUT THE COMPANY**

Beyond competitive benefits and compensation, Kohler proudly offers a rich history, steeped in creativity and a commitment to our associates and communities. We invite you to learn more about our culture and company at <http://www.kohler.com>.

If you're ready to contribute to our culture and set your mark, apply today at [kohler.jobs](http://kohler.jobs).

We are an equal opportunity employer.