

## **Head of Sales & Business Development – Dresner Design**

**Dresner Design is an award-winning kitchen design company, a cabinetry supplier and installer, as well as residential and commercial renovation company.**

**<http://www.dresnerdesign.com/>**

If you're passionate about innovative and exquisite design and driven to sell and deliver quality projects to your clients, this position is for you. As Head of Sales and Business Development, you will be focused on selling residential and commercial kitchen, bath and closet additions and renovations throughout Chicagoland.

Your responsibilities will include:

- Finding and developing new sales leads and building new client base.
- Maintaining relationships with existing clients and exploring referral opportunities from existing client base.
- Converting warm leads from inbound or outbound marketing into sales opportunities.
- Meeting with clients to discuss design ideas that suits their needs and their budget and presenting options to clients in a professional format and manner.
- Collaborating with the Dresner team to prepare quotes and design options.
- Selecting and recommending finishes and products for the proposed space.
- Serving as a consultant to our clients and managing the relationship with homeowners, from initial contact through the construction of their project.
- Measuring the layout on-site and understanding the requirements of the project.
- Providing consultation to meet the functional needs within the client's budget.
- Partnering with our in-house architecture and drafting team to ensure a successful renovation
- Following up on all design and estimates sent to client to close the sale.
- Setting up appointments to do presentations about our cabinetry either in our showroom or at other venues.

The position is commission-based and has flexibility to work remotely or from our home office. There is unlimited potential to grow in this role and reap the substantial rewards that come with success. For the right candidate, we are willing to discuss different employment options, such as base salary in addition to commission.

Required skills and attributes:

- 3+ years of proven success in a sales environment focused on kitchen, bath design or residential interior design, products and services
- Evidence of successfully exceeding measurable sales and revenue goals
- Demonstrated high degrees of diligence and accountability
- Abnormally strong negotiation and consultation skills
- Engaged learner and hard worker, excited about the opportunity to deepen knowledge base around design and installations
- Effective oral and written communication skills, and ability to articulate business value
- Experience developing, implementing, and evolving a sales process

The ability to bring an existing client base or relevant contact list is a differentiator.