



POSITION: Sales Manager

ZAK+FOX is a rapidly expanding textile design firm seeking a sales manager to join our team. We're looking for the ultimate self-starter, a highly industrious "doer" who is eager to capture new business and drive sales.

THE RIGHT CANDIDATE FOR THIS ROLE:

- Multi-tasks effortlessly. You're independent, busy and innovative – scheduling sales calls, activating new accounts, identifying new client opportunities
- Is goal-driven, analytical, and focused on numbers
- Has genuine interest in the design industry, our product line, and participating in a unique opportunity for growth as the company continues on an upward swing
- Understands how critical 'customer service' is
- Is able to self-manage and make decisions

WHAT THE JOB WILL ENCOMPASS, BUT NOT BE LIMITED TO:

- Identifying sales opportunities with new and existing clients, scheduling appointments, building and maintaining relationships
- Managing walk-in and scheduled client appointments at our showroom when you're in the office
- Processing orders and working in conjunction with production to ship product out the door
- Collaborating with marketing to maximize sales efforts
- Working as a team in conjunction with another sales associate
- Managing and overseeing our global showroom accounts
- Spearheading outreach for new prospective clients

JOB REQUIREMENTS:

- 3-5 years of experience in a sales-driven position, ideally within the interior design/showroom community
- Proficient in MS Word and Excel, Google Suite/G Suite, and can quickly learn our internal software programs used for inventory management and project management
- A network of existing clients within NYC (preferred)
- Professional demeanor
- An ability to collaborate – we like teamwork
- Flexibility to travel out of state as needed
- A passion for design

ABSOLUTELY NO PHONE CALLS – PLEASE EMAIL ALL APPLICATIONS TO [INFO@ZAKANDFOX.COM](mailto:INFO@ZAKANDFOX.COM)