

## Briggs, Inc. of Omaha

**Title of Position:**                    **Showroom Consultant**

Briggs, Inc. of Omaha is a plumbing wholesaler with branches located at 9 sites in Nebraska, Iowa, and Kansas. The Company is headquartered in Omaha, Nebraska. Briggs, Inc. of Omaha has been in business for over 113 years and is privately owned, principally by one family. Briggs, Inc. offers employees a competitive health insurance plan; 401(k) plan, vacation and sick leave.

We are currently looking for a Showroom Consultant to join our team. This position is paid a base salary of \$35,000 a year plus commissions. Commissions may range from \$20,000 to \$60,000 on average per year.

This position will need to provide exceptional customer service to homeowners, builders, and designers to help them find the right products needed for their home.

### ESSENTIAL JOB FUNCTIONS:

- Assist homeowners on new construction or remodel projects and recommend upgrades.
- Design kitchen & bath layouts in order to write bids and quotes.
- Greet walk-in customers.
- Answer and direct incoming calls.
- Respond to questions and demonstrate products to customers.
- Coordinate jobs between plumber and builder.
- Cross reference information from a customer's take off sheet, establish costs, and publish prices.
- Decipher job specifications and crossover to stock material.
- Sell upgraded products to increase profitability.
- Call manufacturers to acquire product quotations on specific jobs.
- Assist in putting together job submittals.
- Assist in maintaining correct manufacturer price lists in catalogs.
- Develop showroom network connections, sales calls, attend association meetings, and follow-up on vendor leads.
- Maintain and update showroom and stay relevant on all materials and products.
- Other duties assigned by manager.

**PHYSICAL REQUIREMENTS:** Lifting small weighted objects frequently or constantly; and 10 pound objects occasionally is required. Balancing. Stooping, crouching and kneeling. Walking. Talking: expressing or exchanging ideas by means of the spoken word. Reaching. Grasping objects. Hearing: perceiving the nature of sounds with or without correction. Repetitive motions.

**VISION REQUIREMENTS:** Minimum vision required to prevent injury to oneself and others.

**JOB STANDARDS:** Abide by all policies, rules and regulations of Briggs Inc. including all applicable safety rules and regulations. Ability to read, write, and perform basic mathematical skills.

**JOB LOCATION AND EXPOSURES:** Activities occur inside. The associate is not substantially exposed to adverse environmental conditions.

**EQUIPMENT USED:** Telephone/switchboard, computer, printer, copy machine, fax machine, and calculator.

**ATTENDANCE REQUIREMENTS:** Attendance on a regular, consistent basis is mandatory.

**PREFERRED/REQUIRED:** Knowledge/Skills/Abilities/Experience/Education

- Bachelor's Degree in Business, Marketing, Sales, Interior design or related field or equivalent experience.
- 1 to 2 years of relevant experience or training, or equivalent combination of education and experience.
- One year of experience in a customer-facing sales role (business to business).
- Previous experience with plumbing and/or lighting showroom preferred.
- Ability to identify and resolve problems in a timely manner for customers and company.
- Possession of strong organization skills and able to multi-task.
- Prioritize and plan to use time efficiently.
- Excellent verbal and written communication skills.
- Possess exceptional interpersonal communication skills.
- Must be self-motivated, able to work independently and accept direction on given assignments.
- Knowledge of MS Office (Word, Excel, Outlook).
- Ability to work independently on assigned tasks