



Godby Hearth & Home seeks an ***Inside Sales Consultant*** for our west side retail store at **7904 Rockville Rd. Indianapolis, IN 46214**. Previous sales experience is **not** required. General construction knowledge is plus. In-house training by current staff is provided for all product categories.

### **About Us**

Godby has established itself as the destination for high quality products and services in the residential construction industry. We employ full-time, year-round employees (no contractors or subs) in order to provide the high level of sales, installation, and service to our customers. Our customers include new construction, remodeling and direct retail. The majority our growth comes from referral and repeat business from our satisfied customers. We promote a working team environment where everyone supports each other's efforts.

### **Who We Are Looking For**

This is not your typical sales position. We want an independent thinker who enjoys working in a fast pace environment and has a desire to continue to learn. There will be significant direct communication with our customers so strong written/verbal communication is key. Organization and ability to monitor multiple projects simultaneously is also critical. The position has tremendous growth potential for someone who continually seeks new challenges.

### **The Job**

This position has more of a focus as a consultant to the customers rather than a salesperson. Your primary responsibility will be to provide the customer with enough information in order for them to make informed decisions. This information includes the best product fit base upon product features, price point and their specific project application. Clearly establishing the expectations for the customer up front, will lead to a successful sales process. You will be the liaison for the customer throughout the process and communicate with other company personal as situations or questions arise. This communication needs to be organized and proactive in nature.

### **Required Skills Include**

- Solid with MS Word and Excel
- Strong written and verbal communication skills
- Desire to continually learn
- Awareness of what you do not know and willing to ask for help
- Organization and accuracy skills
- Proactive approach to problem solving
- Able to perform work unsupervised

- Ability to work well with others and collaborate with the sales team

## Compensation and Benefits

This position is a full-time 5 days per week commitment. Work days will be every Saturday with one day off during the week (M-F) and Sunday. Work hours are 9 AM to 6 PM M-F and 10 AM to 5 PM on Saturday. We are closed on Sunday and all major holidays. Salary range is \$13.00 to \$15.00 per hour based upon experience and fit with the company. Benefits include major medical and ancillary plans, paid vacations, paid holidays, and employer match retirement plan.

This position has the potential to grow into other career opportunities within our company. We are looking for individuals who want a career working at Godby Hearth & Home. We will request completion of a "DISC Motivator Profile" by all applicants before we start the interview process.

Apply online today! <http://www.godbyhearth.com/join-our-team/>

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## Responsibilities

- Sell big ticket items such as but not limited to:
  - Fireplaces***      ***Shower Doors***      ***Stoves***
  - Gas Logs***      ***Premium grills***      ***Fireplace Doors***
- Assist customers with technical and operations questions
- Maintain neat, professional, product displays
- Make customer pre-sale and post-sale follow-up contacts
- 5-day work week that includes Saturday, with a day off during the week
- Willing to help in other areas of the company as requested

## Requirements:

• Organization skills	• Dependable
• Willingness to learn	• Computer skills
• Ability to work well with others	
• Strong written and verbal communication skills	
• Able to perform work unsupervised	
• Construction and/or sales background a plus	