



## Client Advisor Job Description

### **SUMMARY**

The Client Advisor is a senior sales position that serves as the primary business development and sales relationship owner for an assigned set of prospects and clients. The Client Advisor shall possess a high degree of personal and professional acumen, which will be utilized to conceptualize the project owner's building project vision and provide meaningful design options.

The Client Advisor will quickly connect with prospects, deliver effective on-site walk-through building tours and conduct virtual/3D model presentations. You are expected to successfully manage the sales pipeline, orchestrating the starts and stops of the sales process, and identify custom options that enhance building aesthetics and functional design. You will participate in a weekly sales status review meeting with Sales Leadership.

Pay starting at \$45,000 salary first year.

Expected annual commission based on current sales targets is \$30,000.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Attain assigned sales quota on a monthly, quarterly and annual basis
- Follow-up and qualify all leads sourced from website visitors, retail walk-ins, and referrals
- Quickly build property owner's trust so that they select Country Carpenter's to realize their building project vision
  - Provide leadership, counsel and subject matter expertise
- Effectively manage multiple sales cycles simultaneously
- Align the overall Country Carpenters solution to the prospect's building vision
- Have well-established analytical ability and experiences providing clients building options; clarifying the benefits of each option
- Provide a consultative sales approach to utilize your personal and professional business acumen to articulate the totality of Country Carpenters' old-style New England value
- Transition successfully closed sales to the Operations team and collaborate with them throughout the term of the project
- Maintain and develop a consistently strong pipeline
- Provide client project estimates
- Contribute content development that supports sales growth (e.g. solution collateral, case studies, client interviews)
- Evangelize the Country Carpenters traditional New England craftsmanship message
- Enjoy competitive salary, commission, and benefits

## **QUALIFICATIONS AND REQUIREMENTS**

- Work Monday - Friday 8am - 4:30pm and every other Saturday 9am - 2pm.
- Bachelor's degree preferred
- Minimum of 3 years successful experience as a direct contributor carrying an individual quota
- Strong interpersonal and communication skills: oral and written, leading client throughout the sales process
- Ability and experience "storytelling" to potential clients
- Willingness to orchestrate in-person/on-site and virtual (Zoom) meetings
- Experience managing and directing the entire sales cycle from initial contact to close
- Track record in closing consultative B2B or B2C solutions; experience in the construction trade beneficial but not required
- Have well-established analytical ability and experiences providing clients building options; clarifying the benefits of each option
- Must demonstrate trusted presence, communication skills, and credibility
- Proven track record of consistently meeting or exceeding assigned annual/quarterly goals and targets
- Attentive to forecasting and business reporting responsibilities
- Experience in managing the sales pipeline via a CRM platform
  - Drive sales pipeline with the aid of CRM
- Proficient using Microsoft Office products (Word, Excel, PowerPoint)

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