

YOUR CAREER AS A

# Dealer Sales Representative



The **Dealer Sales Representative** is responsible for developing and maintaining client relationships on behalf of the dealership. Dealer Sales Representatives may call on clients in every market or they may specialize in vertical markets like Healthcare, Commercial, or Government sales. They also call on design firms and build relationships with both architects and interior designers. The Sales Representative is responsible for developing and executing the business opportunities that result in sales.

A Sales Representative is paid a commission on the business they sell and typically have an unlimited income potential with many successful dealer sales executives making well into six figures. The Sales Representative has a support team that includes interior designers, project managers, and customer support representatives that allow them to stay in front of clients, potential clients, and influencers like designers and architects, during most of the business day. This is a great position for someone that enjoys the social aspect of sales, desires higher than average earnings, and enjoys challenging themselves to succeed.

## Some of the daily work a sales rep might perform include:

- Meeting with new and existing customers
- Meeting with design firms
- Attending networking events
- Presenting to clients and designers.
- Selecting products
- Meeting with manufacturer's representatives
- Attending internal team meetings

## About Office Environments

Office Environments is a contract furniture dealer headquartered in Birmingham, AL. We specialize in providing space furnishing solutions to the commercial, healthcare, education and government markets. Office Environments is the only Herman Miller Certified Dealer in Alabama and North Florida and has a vast product selection from over 100 additional manufacturers. We strive to be the premiere contract furniture provider with the highest quality products and best customer service in our market.

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HermanMiller Certified Dealer

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