

# Fort Standard

## Furniture Sales Associate

### **Introduction:**

Fort Standard is a contemporary design studio producing heirloom quality products and furniture. Pairing high quality materials with an obsessive approach to craft, we believe in generating value through good design. We take great pride in all the work that we put into the world. We aim to hire others who take pride in their own work and can contribute to become an essential member of our small team.

### **Description:**

We are seeking to hire a full-time Sales Associate to focus on furniture sales and to contribute to our company's overall growth. This person must be a highly motivated, personable individual who enjoys working in a creative environment.

They must have a vested interest in making our business better as well as creating a rewarding work environment. We are looking for someone who is enthusiastic about design, ambitious and resourceful. They must be great with people and have the ability to adapt and innovate quickly.

Applicants must have 2+ years working experience. A variety of backgrounds will be considered but preferably in sales, communication and/or design focused/adjacent.

Please note that our office and showroom share a space with our woodshop in an industrial building in Greenpoint, Brooklyn.

### Responsibilities:

- Contribute to and execute strategic plans to achieve sales goals
- Provide excellent client communication from initial inquiry, quoting and sharing material samples through final delivery
- Develop and grow client relationships, including: interior designers, architects, showrooms and homeowners. Attend industry events and schedule client presentations. Lead and coordinate showroom visits.
- Develop a deep understanding of Fort Standard's designs and capabilities to share with clients
- Communicate with the Production Manager to ensure client order needs, updates and deadlines are met
- Optimize internal sales operations and materials, working with teammates to find solutions
- Research and stay up to speed on design happenings, industry leaders, designers and sales vehicles

### Requirements:

- Highly motivated and self-driven
- Excellent communication skills
- Extremely organized
- Personable and confident when interacting with clients, acting as the face of Fort Standard

- Comfortable working independently
- Resourcefulness needed to work on a small team and the willingness to pitch in as needed
- Eager to contribute to overall company culture creating a positive and rewarding work environment
- Excited about interior design, architecture and art

#### Benefits

- Experience with different CRM platforms

#### **Application:**

***\*\*Please note: we are only reviewing applications submitted via email\*\****

Please submit your application to [positions@fortstandard.com](mailto:positions@fortstandard.com). The subject line of your email should read: SALES ASSOCIATE + YOUR NAME. Please include the below as PDF attachments:

1. Resume
2. Cover letter. Please include why you would like to join Fort Standard studio and why you feel you would be most suitable to be the primary salesperson and point of contact for Fort Standard.
3. Two references

Due to the level of responses we receive, we will not follow up with all applicants directly but if we feel you are a good fit, we will get back to you within 7 days. Thank you for considering our team!