Job Description	
Position Title	Inside Sales & Design Consultant
Reports To	General Manager
Location	Madison, WI

About the Role:

We're seeking a dynamic and detail oriented Inside Sales & Design Consultant to join our team. This hybrid role blends creative design expertise with client-focused sales skills to deliver exceptional solutions. You'll guide customers through the design process, recommend cabinets and countertop materials products, and help bring their vision to life—all while driving sales and building lasting relationships.

Key Responsibilities:

- Manage retail, single-family builder, and remodeler accounts
- Engage with clients in-person, over the phone, and via email to understand their design needs and preferences
- Provide expert guidance on product selection, layout, and design aesthetics
- Generate and present quotations to clients
- When required, conduct field measurements prior to ordering material
- Collaborate with internal teams to ensure seamless order processing and project execution. When necessary, schedule post installation service to address field issues
- Support Multifamily Project Managers team during contract execution phase:
  - Generate and revise shop drawings to be used for customer design approval, ordering materials, and installation guidance
  - Make jobsite measurements to validate shop drawing dimensions/design and adjust as needed
- Maintain a strong understanding of current design trends, product offerings, and inventory
- Meet or exceed sales targets while delivering outstanding customer service
- Identify workflow and process improvement ideas to optimize efficiencies

What We're Looking For:

- Formal Kitchen & Bath design training (required)
- Proficiency in 2020 design software
- Experience with manufactured residential cabinetry
- Proven experience in interior design, sales, or a related client-facing role
- Effective communication and people skills with a consultative approach
- Ability to manage multiple projects and prioritize tasks effectively
- Strong written and verbal communication skills with ability to relay highly detailed information across multiple parties
- Forward thinking with process improvement mindset
- Associate Degree or higher preferred

Why Join Us?

- Competitive compensation with performance incentives
- Company-paid health and dental insurance for employees
- 401(k) plan with company matching to support your financial future
- Supportive team environment
- As a growing company, every team member plays a key role and has the chance to make a meaningful impact. Your contributions directly shape the spaces people live in—and your voice matters here