



Are you an organized, self-motivated, results-oriented sales professional, able to work independently, with the support of a well-established company behind you?

Are you a creative type, with an innate ability to listen and provide inspiring solutions to design dilemmas?

Do you love working with customers, delighting them as you provide amazing service?

If you answered yes, then we want you to join our team as Starlight Lighting's next Interior Design/Lighting Sales Associate. Starlight Lighting is the Bow Valley & Calgary Region's premiere provider of lighting solutions. We provide beautiful, unique, on-trend lighting products and solutions for homes, and all types of businesses, at exceptional prices. In addition, we also offer home décor and select furniture brands. We take pride in being our customers' trusted lighting experts, and so will you.

Interior Design/Lighting Sales Associate:

As our new Interior Design & Lighting Sales Associate, you will be taking on an exciting and multifaceted role. You'll work closely with our loyal customers - builders, contractors, electricians, walk-in customers, and interior designers with their clients. You will develop new business opportunities by using your prospecting and strategic sales skills. Most of your time will be spent in the showroom, but occasionally you'll meet customers in their homes, at project sites, or you will handle deliveries.

You'll excel here by using your exceptional communication skills to interact with multiple customers daily. You'll review lighting schedules and design plans with them and listen to their needs, reading between the lines to get the full picture. You'll determine what products they need, and provide expert advice and pricing, in a timely manner. You have incredible people skills, and you'll quickly develop long-term, trusting relationships with new and existing customers. You'll process orders and arrange for delivery. You'll enjoy providing full-service solutions and exceptional customer service.

You'll also love this fast-paced role because it will provide you an opportunity to exercise your entrepreneurial spirit as you help grow our business. You do what it takes to get the job done using your superb problem-solving skills, whether that's filling in for a co-worker, delivering that must-have light fixture to your customer's doorstep to make their day, or going that extra mile to source and deliver product for a time sensitive project.

If you have a growth mindset, then you'll make a real impact in this role as you develop our business through relationships, regular sales calls, and community outreach.

You'll also excel in this position if you have:

- **Interior design, lighting, or electrical knowledge** - you have technical experience with lighting solutions, or perhaps you've worked for a lighting retailer before.
- **Drive** - you are self-motivated and have a passion to learn about our products to be able to best serve our customers; you're eager to learn, and you're coachable.
- **Detail-oriented** - you take pride in the quality of your work, and hold yourself to a high standard; you strive to provide the right solutions to customers, minimizing their stress as you do.

- **Organization** - you can easily handle multiple clients and multiple jobs at once, and never let things slip through the cracks.

Working at Starlight Lighting:

Starlight offers everything you need to excel as an Interior Design/Lighting Sales Associate:

- This is a full-time, permanent position, in our Canmore showroom location.
- The wage for this position is \$17-\$24 per hour, depending on experience.
- The Canmore showroom hours are Monday to Friday from 10 am to 4 pm.
- Training and personal support from Starlight employees and management.
- A supportive, fun, boutique environment, where your co-workers will feel like family.
- An extensive and growing product line of beautiful lighting, furniture, and home décor products and designs.
- As an employee, you'll be able to purchase our products at cost.

Qualifications:

- Experience in interior design/decorating, working at a lighting retailer, or technical knowledge of lighting solutions would be a major asset.
- Customer service and/or sales experience, a minimum of 1-2 years is preferred.
- Experience reading/interpreting architectural plans would be a major asset.
- Proven results and consistency in achieving/exceeding goals.
- Excellent interpersonal skills with the ability to quickly develop business relationships.
- Possess strong organizational and project management skills.
- Ability to work with Windows 10, Microsoft Office 365, cloud storage, and our POS system.
- Valid driver's license, reliable transportation, and ability to provide a clean driver's abstract.
- Ability to lift up to 30 lbs.

How to Apply:

Please email your resume to julie@starlightlighting.ca

No phone calls, please. Only those selected for an interview will be contacted. The position closes when a qualified candidate is found.

We value diversity and inclusion and encourage all qualified applicants to apply.