

## **Flooring Sales Associate/ Designer**

Hamernick's Flooring Solutions - Minneapolis, MN

\$50,000 - \$100,000 a year

### **About Hamernick's Flooring Solutions:**

Hamernick's Flooring Solutions is a family-owned company dedicated to delivering exceptional flooring products and customer experiences. We are committed to providing our team with the tools, training, and opportunities to grow while maintaining a customer-first culture.

### **Position Overview:**

We are seeking a motivated, energetic, and customer-focused Designer/ Retail Sales Associate to join our team. He/ she is responsible for representing the Hamernick's brand, making sales, increasing profitability, and building and maintaining relationships with customers. This role is key in helping customers find the perfect flooring solutions for their needs and providing exceptional customer service from start to finish. Success is measured by revenue, closing rates, and overall profitability.

### **Key Responsibilities:**

- Drive sales by developing new clients, managing the sales process from initial contact to close, and meeting or exceeding revenue and margin goals.
- Deliver excellent customer service by guiding customers through product selection, understanding their needs and budgets, and promoting satisfaction and retention.
- Manage projects end-to-end, coordinating timelines, budgets, communication, and installation to ensure a successful experience.
- Monitor personal sales performance and work to meet or exceed sales and margin goals.
- Stay current on industry trends, competitor products, and Hamernick's offerings.
- Maintain showroom displays and assist with ongoing team training on product knowledge.

### **Requirements:**

- Minimum 3 years of experience in retail or flooring sales; retail management experience preferred.
- Proven ability to lead and work independently in a sales-driven environment.

- Strong communication, interpersonal, and organizational skills.
- Detail-oriented with the ability to analyze sales data and market trends.
- Flexibility to work evenings, weekends, and holidays as required.

**Skills & Attributes:**

- Customer-focused and service-oriented mindset.
- Energetic, outgoing, and driven.
- Self-starter with a passion for flooring and retail excellence.
- Ability to handle multiple tasks, including sales, marketing, and order coordination.
- Professional appearance and presentation, including Hamernick's branded apparel.

**Compensation & Benefits:**

- Base salary + uncapped commission structure (weekly payouts).
- Performance-based bonuses and incentives.
- Paid training and ongoing professional development.
- Health, dental, vision, and life insurance options.
- Company apparel stipend.
- Career growth opportunities within a stable, family-owned business.

**Why Join Us?**

- Work with a trusted brand serving customers for nearly 80 years.
- Receive pre-qualified leads and strong community recognition.
- Earn uncapped commissions with high earning potential.
- Be part of a team that values family, community, and exceptional customer service.

[www.hamernicks.com](http://www.hamernicks.com)

Job Type: Full-time

Pay: \$50,000.00 - \$100,000.00 per year

Benefits:

- 401(k)

- 401(k) matching
- Dental insurance
- Employee discount
- Health insurance
- Paid time off
- Vision insurance

Experience:

- Retail sales: 3 years (Required)

Work Location: In person