

Commercial Flooring Sales Specialist, Wellness Flooring

Company Overview: Wellness Flooring is a fast-growing distributor of premium commercial flooring products that combine performance with aesthetics (i.e. LVP, Woven Vinyl, Performance Rubber)– sought-after by corporate, multifamily, hospitality, education, healthcare and numerous other commercial customer segments. Wellness Flooring’s products, approach, and commitment combine to create results that are layers above other “surface level” flooring distributors – making us a trusted choice for commercial projects where quality, wellbeing and durability are priorities.

Position Overview: We need dynamic and experienced sales professionals to join our team as we expand our presence in the commercial contract market. This 1099 sales contractor role will be responsible for developing and executing a comprehensive sales and marketing strategy focused on commercial contract sales for our best-in-class products. The opportunities are limitless, and there is no cap on compensation.

Key Responsibilities:

1. Develop and implement a strategic sales and marketing plan to penetrate the commercial contract market and achieve sales targets.
2. Identify and pursue business opportunities in the hospitality, multi-family housing, corporate, healthcare, recreation and other commercial sectors, building strong relationships with key decision makers and influencers.
3. Utilize industry knowledge and expertise to position Wellness Flooring as a preferred supplier for commercial projects where conscientious, wellness-inclusive flooring choices are desired.
4. Conduct market research and analysis to identify trends, customer needs, and competitive landscape, adapting strategies accordingly.
5. Travel regularly to meet with potential clients, attend industry events, and oversee sales in your assigned territories.

Qualifications:

1. Successful track record in flooring sales, with a focus on commercial or multi-family sectors preferred.
2. Strong understanding of the commercial contract market, including key players, trends, and sales channels.

3. Excellent communication, negotiation, and presentation skills, with the ability to build rapport and influence stakeholders at all levels.
4. Self-motivated and results-driven, with a strategic mindset and the ability to work independently and as part of a team.
5. Willingness to travel within your assigned territories (and cross-territorial as needed) and work flexible hours to meet business requirements.
6. Experience in developing and executing sales and marketing strategies, including market segment outreach and promotional activities to connect with customers.

Benefits:

- Competitive minimum guaranteed income and uncapped commission structure.
- Benefits available.
- Opportunities for professional growth and advancement within a fast-paced and innovative company.

If you are a driven and experienced sales professional with a passion for the flooring industry and a reputation for success in commercial sales, we encourage you to apply for this exciting opportunity to join Wellness Flooring and to contribute to our continued growth and success in the market.

If interested, please email: sales@wellnessflooring.com