

## **PROFESSIONAL FLOORING SALES -- NO INCOME CEILING – FLORIDA, TEXAS, CALIFORNIA**

As a specialty flooring provider experiencing rapid growth, we're paying top-dollar to find the best commercial flooring sales people to join our team in key states including Florida, Texas and California.

If matching and surpassing sales numbers is what motivates you, you like leading the pack with premium product and carving your own success path, and you have a solid foundation in the flooring industry -- we want to talk to you about joining the Wellness Flooring team! We confidently offer the highest compensation available for the right professional who can generate and close leads, develop and nurture key relationships, and bring world-class projects to life.

[Wellness Flooring](#) is a specialty flooring provider, dedicated to offering indoor, outdoor, performance and wellness surface covering options, design solutions, and innovative materials that have wellness principles built in. Across any commercial environment, Wellness Flooring's products, approach, and commitment combine to create results that are layers above other "surface level" flooring resources.

The Wellness Flooring sales team offers selective surface covering products from several top manufacturers – primarily focused on luxury vinyl tile (LVT), luxury vinyl plank (LVP), woven vinyl, performance rubber, turf, and many other premium, in-demand, and custom options.

### **Successful candidates will:**

- Have established flooring industry knowledge and connections
- Have a proven success record and client satisfaction reputation
- Be driven to meet sales goals and enjoy unlimited earning potential – working with best-available commission splits and no cap or compensation ceiling.
- Thrive in a competitive and dynamic sales environment
- Be flexible, highly organized and have a successful history of servicing multiple accounts while consistently achieving and exceeding sales goals
- Be able to work independently while simultaneously implementing company defined sales strategies
- Be an expert in influential / collaborative sales and negotiation techniques, including analytical skills that can identify and exploit key opportunities
- Enjoy prospecting for new accounts, setting up and introducing our quality products to the marketplace

### **The expectations for this role include:**

- A minimum of 3-5 years of flooring sales experience (there is NO MAXIMUM)
- A proven track record of commercial flooring expertise and relationships (and a positive reputation)
- The ability to identify and qualify good prospects and manage key accounts long-term
- CRM abilities to stay updated with sales opportunities and customer information
- Developing in-depth knowledge and expertise with regard to all Wellness Flooring products
- Experience in delivering client-focused solutions based on customer needs
- Ability to focus on details while managing multiple projects
- Excellent listening, negotiation, and presentation skills
- Excellent verbal and written communication skills
- Positive attitude, self-motivation, drive, and determination.
- The ability to work within an established project management cycle, plugging into processes and infrastructure that supports every step of the sales cycle for a \$50M company

This key role will drive sales volume, maintain/ grow existing accounts, and develop new clientele and sales channel opportunities throughout the assigned sales territory (and beyond).

Please apply by emailing credentials to: [connect@wellnessflooring.com](mailto:connect@wellnessflooring.com)