

HARBOUR

Job Description

Position: Design Consultant
Reports To: SVP Retail
Department: Sales

Company Overview

Since 1976, The Condos Family has crafted hand-made furniture in their Sydney workshop. Harrison and Nicholas' passion for design, detail and architecture drove them to grow their father's company Tecno Furniture, with an export arm; Harbour Outdoor. The intricate details of metalwork and craftsmanship have been carefully passed down from one generation to the next. Harbour has extended their offering to inside the home as well - step inside and view our timeless collections both indoor and outdoor.

Design Consultant

Bring your years of professional interior design and/or luxury retail experience to a brand that's expanding nationally. Combine your love of home décor and luxury products with your selling skills in an inclusive team environment. Enjoy the autonomy and accountability of being an entrepreneur.

Essential Personal Skills:

- Motivates, inspires, and creates a dynamic employee and customer experience
- Awareness and interest in the design, home decor and/or luxury industry
- Self-starter, quick learner, team player
- Excellent computer skills
- Ability to stay organized with strong time management skills
- Ability to influence in order to achieve sales goals
- Strong communication skills (written and verbal)
- Flexible to meet showroom scheduling requirements
- Five+ years of experience in home furnishings, design, or luxury retail

Essential Job Responsibilities:

- Offer design solutions and inspiration, while helping the customers furnish their indoor and outdoor spaces
- Speak comfortably and knowledgeably about the function and style of our in-stock and custom offerings
- Co-manage and run the day to day operations of the showroom with your co workers
- Maintain showroom visual presentation with the highest standards and brand integrity
- Actively engage with customers and create a clientele that you regularly reach out to
- Create personalized service which 'surprises and delights' your customers throughout the ordering process and beyond
- Identify outreach opportunities, including marketing to local interior designers, architects, realtors and developers
- Cultivate and promote the Harbour Outdoor tradition of a professional and positive family environment