



Job Description:

Designer/Sales Representative - Oak & Co. Cabinetry

Company Overview:

Oak & Co. LLC is a cabinetry company specializing in delivering high-quality custom-designed cabinetry solutions. With a commitment to excellence and customer satisfaction, we cater to custom builders and their clients in the Midlands and South Carolina markets. Our expertise lies in collaborating closely with builders to deliver bespoke cabinetry solutions that perfectly complement their projects and elevate the spaces they create. As part of the Gallup Collective, Oak & Co. operates alongside Gallup Design Build, the Collective's high-end residential builder, to deliver a vertically integrated client experience.

Our Core Values: At Oak & Co. LLC, we are guided by our core values, which define who we are and how we conduct our business:

1. **Quality First**
2. **Touch it Once**
3. **We Do What We Say**
4. **Positive Attitude**
5. **Proactive Problem Solvers**
6. **Growth-Oriented Mindset**

Position: Designer/Sales Representative

The Opportunity: We are seeking a motivated and skilled Designer/Sales Representative who embodies our core values and shares our vision to join Oak & Co. LLC's team. In this hybrid role, you will be instrumental in helping us achieve our ten-year target by fostering strong relationships with potential clients, guiding them through the sales process, and transforming their cabinetry dreams into reality through exceptional design solutions. The ideal candidate should possess a passion for cabinetry design, embody an entrepreneurial mindset, software and design solution affinity-desire to

learn, excellent salesmanship, and the ability to provide outstanding customer service while contributing to our long-term growth

Key Responsibilities:

1. **Client Understanding and Engagement:** Has a perspective on the significance of customer experience, client trust and the value of listening while developing rapport with cold and warm leads.
2. **Sales Generation:** Actively seek out and engage with prospective clients through various channels, reflecting our commitment to delivering quality cabinets on time.
3. **Consultative Selling:** Understand clients' cabinetry needs and requirements, conducting consultations with a focus on organization and efficiency to leverage our organized design, build, and install process.
4. **Design Expertise:** Utilize your in-depth knowledge of cabinetry materials, styles, and trends to create visually stunning and highly functional design proposals, showcasing our unique and outstanding design capabilities.
5. **Quoting and Proposal Creation:** Prepare accurate and detailed quotes and proposals, reflecting our core value of doing what they say and providing transparent pricing.
6. **Relationship Building:** Cultivate strong, trust-based relationships with clients throughout the sales process, embodying a positive attitude and proactive approach that aligns with our long-term growth goals and adaptability to changing market needs.
7. **Project Management Collaboration:** Work closely with the project management team at Oak & Co. LLC to ensure seamless execution, emphasizing teamwork and a growth-oriented mindset to leverage our organized process and adaptability.
8. **Attainment of Sales Targets:** Strive to achieve and exceed individual and team sales targets, contributing significantly to Oak & Co. LLC's growth and success in the Carolinas.
9. **Customer Service:** Offer exceptional post-sales support, addressing any client inquiries or concerns promptly and professionally, reinforcing our reputation as the premier cabinetry designer/installer with unique and outstanding design solutions. CRM management and touchpoints post completion.

Requirements:

1. Proficiency in 2020 cabinetry design software and other relevant tools (e.g., AutoCAD, SketchUp, 20-20 Design, etc.). If not “proficient” – have used software solutions in the “design phase” or has a strong propensity to and willingness to learn.
2. Proven sales experience in the cabinetry industry or related field, demonstrating a track record of achieving and exceeding sales targets.
3. Strong understanding of various cabinetry materials, hardware, and frame types.
4. Excellent interpersonal and communication skills to effectively interact with clients, embodying a positive attitude and proactive problem-solving approach.
5. Solid organizational and time-management abilities to handle multiple projects simultaneously and meet deadlines.
6. A keen eye for design aesthetics and functionality, driven by innovation and creativity.
7. Self-motivated, proactive, and driven to succeed in a competitive market, reflecting our growth-oriented culture.
8. A collaborative team player with a strong sense of integrity, able to work effectively both independently and as part of a team.

Why Oak & Co.?

- Close-knit, high-performing team with strong leadership and clear values.
- Diverse design-build projects that combine beauty, function, and innovation.
- The ability to influence, grow and impact the future strategy of Oak & Co.
- Opportunity to shape the look, feel, and efficiency of how we build.
- Vertical integration, direct client impact, with a clear runway for growth in multiple design and construction disciplines.

Join our team at Oak & Co. LLC and be part of building something great while impacting lives and families through design and functionality.

Please send your resume to info@oakandcosc.com

