

Interior Designer // Advice Service

Reporting to the President, the Senior Interior Designer is responsible for building and maintaining strong customer relationships at Luminaire Authentik. He/She will provide exceptional service, adding value to all interactions and addressing all customer questions.

RESPONSIBILITIES:

- Retail in-store and virtual meeting for residential customers
- Provide exceptional service
- Cultivate and maintain in-depth knowledge about trends, designers, and the Luminaire Authentik product catalog
- Contribute to the achievement of sales and performance objectives
- Participate and collaborate in Luminaire Authentik events
- Carry out projects to improve the Luminaire Authentik experience through continuous improvement by identifying opportunities, taking responsibility and fostering change
- Master Luminaire Authentik tools and systems and solve problems as needed
- Maintain the Luminaire Authentik Boutique space according to visual presentation and merchandising standards
- Cultivate relationships and follow-up with clients
- Prepare quotes
- Follow up on potential sales

REQUIREMENTS:

- College or university degree in a relevant field
- A minimum of 3 years of experience as a sales representative or interior designer or other relevant experience in design
- Proven experience in building relationships of trust and advising clients
- Good knowledge of the models sold at Luminaire Authentik including the brand concept, the 3D LA platform, history and technical information on the lights.
- Fluency in English and French both orally and in writing

SKILLS:

- Strong interpersonal skills with a natural aptitude for building relationships
- Autonomy, sense of organization and attention to detail
- Strong customer focus and excellent problem solving skills
- Ability to succeed in a fast paced environment while delivering exceptional customer service