

The logo for RGO, consisting of the letters 'RGO' in white, bold, sans-serif font, centered within a solid red square. The background of the entire page is a photograph of three people in a meeting around a wooden table, with a laptop, papers, and glasses visible.

WORKPLACE CONSULTANT

SALES

Position Type: Full-time, Permanent

Location: Edmonton, AB

ABOUT RGO

Creating places that help people work, learn, heal, age, play, be inspired, and accomplish more.

RGO is a private, family-owned business with locations in Calgary, Canmore, and Edmonton. We were founded in 1966 Calgary with roots selling typewriters! Now, RGO is proud to be 5 decades strong and growing. We have since grown to be the largest dealership of our kind in Western Canada, offering total interior solutions with the widest selection of Furniture, Window Coverings, Flooring, Technologies, Architectural Solutions, Moves, and Storage Management.

We believe space matters and we want our clients to efficiently operate a modern space, whether it's a 40-storey tower, a public institution, education, healthcare, or a dazzling corporate showpiece. As an Albertan company with a reputation for hands on service and dedication to quality, we are looking for an individual who aligns with our core values to create great work experiences for our clients, our partners, and our people.

THE OPPORTUNITY

Get to be a part of the RGO team that has been recognized as a Best Workplace in Alberta at one of Canada's Best Managed Companies by joining us as a **Workplace Consultant**. Reporting to the Sales Manager, the successful candidate will collaborate with the New Business Development team to unearth fresh sales opportunities by exploring new lead sources and reactivating inactive accounts. Workplace Consultants engage in activities such as prospecting, delivering powerful presentations, organizing captivating events, and networking to significantly boost sales opportunities.

WHAT YOU WILL DO

- Business development through networking with key industry influencers and developing lead sources from professional and personal means
- Skilled at researching for new opportunities and gaining knowledge of new buildings and developments throughout Northern Alberta
- Ownership of Selling Process, leading projects from qualification and strategy to completion
- Conduct presentations and showroom tours
- Consult with all internal stakeholders on the win strategy
- Work with Business Developers and other sales support staff to manage selling opportunities
- Maintain all customer interactions, meetings, tours and selling opportunities in RGO's customer relationship manager, SugarCRM

WHAT YOU WILL BRING

- 3+ years related B2B Sales and/or Account Management experience
- Post-Secondary related education
- Self-motivated, action orientated, and details focused
- A problem solver with the ability to overcome obstacles to complete tasks
- High degree of multi-tasking items that vary in length over hours, days or weeks
- Technology savvy with knowledge of MS Office – highly proficient in PowerPoint and Excel required

WORKPLACE CONSULTANT

SALES

- Experience using CRM softwares

PERKS & BENEFITS

- Flexible work environment
- Comprehensive benefits including RRSP matching
- Performance based awards
- Career growth opportunities
- Employee recognition program
- Education reimbursement
- Fitness Subsidy
- Free parking

To apply, please submit your resume to careers@rgo.ca. We appreciate the interest of all applicants and candidates for consideration will be contacted.

APPLY NOW