

The RGO logo is a red square with the letters 'RGO' in white, bold, sans-serif font. It is positioned in the top left corner of the page, overlaid on a background image of people working at a table.

RGO

CARE FACILITIES CONSULTANT

FURNITURE

Position Type: Full-time, Permanent

Location: Calgary, AB

ABOUT RGO

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

RGO is a privately held business with locations in Calgary, Canmore, and Edmonton. We were founded in Calgary in 1966 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 **Care Facilities Consultant**. Reporting to the Director of Furniture Sales, the successful candidate will be responsible for driving furniture sales and fostering relationships with clients in the seniors living sector, various care clinics, and other healthcare facilities across Southern Alberta with a focus on non-AHS facilities. This role combines prospecting, presenting, closing, and following up on sales to ensure customer satisfaction and repeat business.

WHAT YOU WILL DO

- **Identify and research potential clients in the seniors living, various care clinics, and healthcare sectors; building and adding to an existing account base.**
- Utilize various sources such as industry databases, networking events, and referrals to generate leads; leveraging dealership CRM.
- Maintain a robust pipeline of prospective clients through activity in the industry.
- Conduct needs assessments to understand client requirements and pain points.
- Hone and deliver compelling presentations tailored to the specific needs of each client.
- Showcase the benefits and features of the contract furniture solutions offered, emphasizing wellness, ergonomic benefits, and continuing care.
- Prepare with your team and present detailed proposals and quotations.
- Help negotiate contract terms and pricing to meet both client and company objectives.
- Secure sales agreements and ensure all necessary documentation is completed accurately.
- Provide post-sale support to ensure client satisfaction and address any issues.
- Regularly follow up with clients to maintain relationships and secure repeat business.
- Gather feedback to improve service offerings and address any areas of concern.
- When qualifying opportunities, position other divisions of RGO for a OneRGO approach where applicable

CARE FACILITIES CONSULTANT

FURNITURE

WHAT YOU WILL BRING

- Bachelor's degree or equivalent in Business, Marketing, Healthcare Administration, or a related field preferred – a combination of education and work experience would be considered
- Proven track record in B2B sales, preferably in the healthcare or furniture industry.
- Experience working with seniors living facilities and clinics is a strong asset.
- Strong prospecting and lead generation skills.
- Excellent presentation and negotiation abilities.
- Ability to understand and address client needs effectively.
- Proficient in CRM software and Microsoft Office Suite.
- Strong organizational and time-management skills.
- Ability to travel within Southern Alberta as required.
- Highly motivated and results-driven.
- Excellent communication and interpersonal skills.
- Strong problem-solving abilities.
- Empathetic and client-focused approach.

PERKS & BENEFITS

- Flexible work environment
- Comprehensive benefits including RRSP matching
- Performance based awards
- Career growth opportunities
- Employee recognition program
- Education reimbursement
- On-site fitness facility
- Free parking and close to transit with c-train

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

APPLY NOW