

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, looking at documents on a wooden table. A laptop, glasses, and a pen are also visible on the table.

RGO

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 Director of Sales & Marketing, the successful candidate is expected to work together with the New Business Development team to develop new selling opportunities from lead sources and inactive accounts. The strategy should include selling activities such as prospecting, presentations, hosting events, networking, and other activities that increase the opportunity to sell products and services. In conjunction with these activities, it is expected that the Workplace Consultant has strong research skills and prospects for leads from business journals, newspapers, industry periodicals and publications, LinkedIn and other internet sources. The Workplace Consultant will act diligently to manage leads from RGO's management group or Business Development staff.

WHAT YOU WILL DO

Lead Sourcing & Generation

- Networking with key industry influencers, such as commercial real estate, project managers, general contractors, architecture and design, and other inactive accounts
- Develop Lead Sources from both professional and personal means
- Knowledge expert on new buildings and developments throughout Northern Alberta
- Cultivate RGO's position within accounts and lead sources

Opportunity Management

- Ownership of Selling Process; lead project from qualification to completion
 - Opportunity positioning, strategy, and response ownership
 - 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
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WORKPLACE CONSULTANT

SALES

Administrative

- Maintain all customer interactions, meetings, tours and selling opportunities in RGO's customer relationship manager, SugarCRM
- Transition accounts to the Account Manager group after successfully completing the project

WHAT YOU WILL BRING

- 3+ years related experience
- Post-Secondary related education
- Self-motivated, action orientated, and details focused
- Able to overcome obstacles to complete tasks
- High degree of multi-tasking items that vary in length over hours, days or weeks
- High level of computer skills in handling MS Excel, MS Word, and use of a business system (Hedberg)
- Analytical, selling, mathematical, communication and organizational skills are required

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 hr@rgo.ca. We appreciate the interest of all applicants and candidates for consideration will be contacted.

APPLY NOW