



Workplace Consultant

Furniture

Position Type: Full-time, permanent

Location: Calgary, AB

The Opportunity

Join the award-winning RGO team—recognized as a Best Workplace in Alberta and one of Canada's Best Managed Companies—by stepping into the role of Workplace Consultant, Furniture.

Reporting to the Director of Sales, Furniture you'll play a key role in driving furniture sales and fostering relationships with clients in a variety of sectors with a consultative sales approach. This role specializes in contract furniture sales, combining prospecting, presenting, closing, and following up on sales to ensure customer satisfaction and repeat business.

What You Will Do

- Network Like a Pro – Connect with key industry influencers in commercial real estate, project management, architecture, design, and more.
- Develop leads from both professional and personal sources.
- Analyze customer needs, create layouts with our in-house team, and recommend the perfect products.
- Oversee proposals and pricing for potential projects.
- Collaborate with Facilities, Project Coordination, and Installations departments to ensure seamless delivery and installation.
- Provide exceptional post-sale support to ensure client satisfaction and address any issues.
- Relationship Builder: Regularly follow up with clients to maintain relationships and secure repeat business.
- Gather feedback to improve our service offerings and address any areas of concern.
- Position other divisions of RGO for a OneRGO approach where applicable.

What You Will Bring

- Education & Experience: College diploma and/or bachelor's degree in Business, Marketing, or a related field preferred. A combination of education and minimum 3 years of work experience will be considered.
- Sales Expertise: Proven track record in B2B sales with strong prospecting and lead generation skills.
- Presentation & Negotiation: Excellent presentation and negotiation abilities.
- Client Focus: Ability to understand and address client needs effectively.
- Tech Savvy: Proficient in Microsoft Office Suite and CRM software.
- Organizational Skills: Exceptional organizational and time-management skills.
- Travel Ready: Ability to travel within Southern Alberta as required.
- Reliable Transportation: Require a reliable personal vehicle available for business use.
- Motivation & Drive: Highly motivated and results-driven.
- Communication Skills: Excellent communication and interpersonal skills.
- Problem-Solving: Strong problem-solving abilities.
- Empathy: Empathetic and client-focused approach.

About RGO

RGO has been shaping inspiring workspaces across Western Canada since 1966. With deep Alberta roots and over 200 team members in Calgary, Edmonton, and Canmore, we help organizations thrive through innovative furniture, technology, and design solutions. As Alberta's exclusive Steelcase dealer and a partner to 200+ vendors, we continue to lead the way in workplace innovation.

Our mission is to turn every place into a space for inspiration and success. Guided by our vision—to unleash the full potential of spaces—we live our values every day: Pursuit of Excellence, Powerful Collaboration, Positive Drive, and Prioritize Care.

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. Any offer of employment will be conditional upon the successful completion of background checks, reference checks, and pre-employment health assessments, where applicable.

