

Sales Consultant

Great Dane Fitzroy · Johnston Street



Full-Time or Four Days

Salary: \$85K Pro-rata

Great Dane Furniture is seeking a full-time Sales Consultant to join our Fitzroy showroom team.

For over 25 years, Great Dane has represented some of the world's most respected Scandinavian furniture brands, showcasing work by influential mid-century designers alongside contemporary makers. Our showrooms are considered spaces — places for conversation, guidance, and long-term client relationships.

This role is suited to someone who enjoys working at the intersection of design, service, and commercial outcomes, and who brings care, confidence, and clarity to each client interaction.

THE ROLE

Based in our Fitzroy showroom, your primary focus will be to generate and manage sales across the Great Dane product range through consistent client engagement, follow-up, and deep product knowledge.

You will work closely with clients both in-store and beyond — guiding decisions thoughtfully, managing detail carefully, and ensuring a seamless experience from first enquiry through to delivery and aftercare.

This is either a full-time or four days a week role reporting to the Senior Sales Associate, with weekend availability essential.

KEY RESPONSIBILITIES

- Generate sales across all areas of the retail business through service excellence
- Manage leads, enquiries, and sales pipelines with care and precision
- Build and maintain long-term client relationships
- Manage in-store, in-home, and virtual client appointments
- Identify and capitalise on sales opportunities through informed, authentic selling
- Achieve individual sales budgets and relevant KPIs
- Maintain a high level of product, material, and brand knowledge
- Manage all aspects of the sales process from enquiry to delivery and support
- Oversee payments, deposits, and relevant documentation
- Support in-store events and visual merchandising standards
- Maintain showroom presentation and back-of-house organisation
- Be alert to industry and design trends

ABOUT YOU

- Minimum 2 years' experience in a luxury, design-led, or service-focused sales environment
- Authentic, thoughtful sales approach
- Strong communication skills with a warm, professional presence
- Self-motivated, organised, and detail-oriented
- Enjoys relationship building and long client journeys
- Experience meeting sales targets and KPIs
- Appreciation for quality, craftsmanship, and considered design
- Excellent personal presentation
- A genuine curiosity for life outside of work is something we value and encourage.

WHY WORK AT GREAT DANE

- Work with globally recognised Scandinavian furniture brands
 - Supportive, design-led team environment
 - Competitive salary and work–life balance
 - Growth opportunities within the Great Dane group
 - Staff purchasing benefits
 - A workplace that values care, clarity, and long-term thinking
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HOW TO APPLY

Please submit your CV along with a short cover letter outlining your interest in Great Dane and your approach to client experience to:

Matthew Lucas, Group Director
matthew@greatdanefurniture.com