

Sales Consultant

Great Dane Paddington · 344 Oxford St



Retail Sales & Trade Sales Consultant

Full-time position based in Paddington NSW

Attractive Salary Package

Reports to: NSW Trade Representative & Retail Showroom Manager

Great Dane Furniture is seeking a full-time Sales Team Member to join our Sydney 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.

Our sales team are the most important part of our business; they are the face of our brand and the drivers of our success. 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 Paddington showroom, your primary focus will be to generate and manage sales across the 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. You will become part of a dynamic team dedicated to inspiring clients through enduring design and craftsmanship. Working across both retail and trade, you will nurture our growing client community while building strong connections within the interior design and architectural sectors.

RETAIL KEY RESPONSIBILITIES

- Meeting agreed Retail sales targets.
- Generate sales across all areas of the retail business through service excellence
- Lead generation and pipeline management
- Respond to and optimise client enquiries
- Identify and capitalise upon sales opportunities
- Manage client instore, in-home and virtual appointments
- Build and maintain strong client relationships, managing them proactively and efficiently
- Achieving sales budgets and relevant KPIs in all areas of the Retail business
- Maintain high levels of product knowledge
- Managing all relevant product support issues
- Manage all aspects of sales from initial enquiry to delivery and support
- Managing all sales payments and deposits
- Ensure company procedure and work practices are followed
- Support Great Dane's instore event program, after-hours commitment to this will apply
- Supporting instore visual merchandising standards
- General awareness of industry trends
- Weekend availability is essential

TRADE KEY RESPONSIBILITIES

- Meeting agreed trade sales targets.
- Developing active client base of residential Interior Designers and Architects.
- Managing client communication & responses within 24 hours.
- Pipeline management.
- Managing all client orders from point of deposit payment.
- Timely communication with clients regarding payments and delivery expectations.
- Keeping accurate and up-to-date data recorded in CRM system.
- Applying payments in Point of Sales system (Lightspeed) and placing orders with GD Production.
- Organising delivery with warehouse, couriers, showrooms, etc., for own sales as well as supporting NSW Contract Representative when required.
- Assisting in presentations and catalogue building and design.
- Providing technical and installation guidelines as required to Interior Designers and Architects.
- Working with Contract Representative to manage after-sale enquiries & product support issues.
- Ensuring the integrity of Contract data by supporting NSW Contract Representative with client databases, producing reports and ensuring appropriate leads are being actioned.
- Managing and issuing all quotes for tender/estimator projects and keeping records up to date in CRM system.
- Managing own Interior Stylists/Designer enquiries, quoting and facilitating sales to contribute to the team collective sales target

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

TO APPLY

Please send your application with a resume and cover letter attached to Sydney Showroom Manager Marco Vella: marco@greatdanefurniture.com