In-Home Sales & Design Consultant

Budget Blinds of Southern Oregon

Location: Medford, Oregon – Serving Southern Oregon

Job Type: Full-Time

Schedule: Monday–Friday, 40 hours per week

Pay: $22–$25 per hour + commission + performance bonus

Potential Annual Earnings: $65,000–$90,000+, based on individual sales performance

Job Overview

Budget Blinds of Southern Oregon is seeking an energetic, personable, and results-driven **In-Home Sales & Design Consultant** to join our established and growing team.

In this role, you will meet with homeowners and business owners to help them select custom window coverings that enhance the beauty, comfort, and functionality of their spaces. You will guide customers through the entire sales process, from understanding their needs and demonstrating products to preparing proposals and closing sales.

We are looking for someone who genuinely enjoys working with people, has a strong desire to succeed, and takes pride in delivering an exceptional customer experience.

Previous window covering experience is not required, and we are willing to train the right person. While sales experience is beneficial, we place greater value on attitude, initiative, communication skills, and the motivation to succeed.

This is an excellent opportunity for someone looking to build a rewarding sales career with competitive earning potential and opportunities for professional advancement.

Duties & Responsibilities

- Conduct in-home and commercial sales consultations throughout Southern Oregon.
- Build strong relationships with customers by understanding their needs, preferences, and budgets.
- Present and demonstrate custom blinds, shades, shutters, drapery, and motorized window covering solutions.
- Make professional product and design recommendations that balance aesthetics, functionality, and value.
- Accurately measure windows and prepare detailed quotes and proposals.

- Confidently present pricing, address customer questions and objections, and close sales.
- Manage company-provided leads, schedule appointments, and consistently follow up with prospective customers.
- Develop additional business through customer referrals, networking, and relationship building.
- Identify opportunities to increase sales through product upgrades, additional rooms, and complementary solutions.
- Maintain accurate customer records, quotes, and sales activity using company CRM and sales software.
- Consistently work toward established sales goals, closing ratios, and profitability objectives.
- Collaborate with office personnel, installers, and management to ensure accurate orders and a positive customer experience.
- Stay informed about new products, design trends, and industry developments.
- Proactively identify opportunities to improve sales performance, customer satisfaction, and business growth.
- Take ownership of individual sales results and demonstrate initiative in achieving goals.

Skills & Qualifications

- Excellent interpersonal and communication skills with the ability to build rapport and establish trust.
- Confident, outgoing, and comfortable meeting new people.
- Strong customer service skills and a genuine desire to help customers find the right solutions.
- Self-motivated, ambitious, and goal-oriented, with a desire to achieve and exceed sales targets.
- Ability to confidently present products, discuss pricing, overcome objections, and ask for the sale.
- Strong organizational skills and the ability to independently manage appointments and customer follow-up.
- Excellent attention to detail and the ability to learn accurate measuring and product specifications.
- Comfortable using computers, tablets, CRM systems, and other business technology.
- Strong problem-solving skills and the ability to think independently.
- Professional appearance, positive attitude, and strong work ethic.
- Willingness to learn, accept constructive feedback, and continuously improve performance.
- Dependable, accountable, and committed to delivering results.
- Valid driver's license and reliable transportation for travel to customer appointments.

Sales experience is preferred but not required. Experience in home improvement, furniture, interior design, automotive sales, real estate, retail, or other customer-facing industries is a plus.

Compensation & Benefits

We offer a competitive compensation structure designed to reward performance and provide excellent earning potential.

- **Base Pay:** $22–$25 per hour, depending on qualifications.
- **Sales Commission:** 3% on qualifying sales.
- **Performance Bonus:** Opportunity to earn an additional 1% commission based on established performance and profitability goals.
- **Potential Annual Earnings:** $65,000–$90,000+, depending on individual sales production and bonus eligibility.
- Full-time, Monday–Friday schedule.
- Established company with customer leads provided.
- 401K and vacation plan provided. We do not offer health insurance.
- Comprehensive product training and ongoing sales support.
- Car provided for use during appointments, along with all computer equipment. You must have your own smartphone.
- Professional sales tools and resources.
- Support from an experienced office and installation team.
- Opportunity for advancement into sales leadership based on demonstrated performance and ability.

What Makes This Opportunity Different?

At Budget Blinds of Southern Oregon, you'll represent an established brand offering high-quality, custom window coverings to homeowners and businesses throughout the region.

Unlike many sales positions, **we provide customer leads**, allowing you to focus on building relationships, delivering excellent consultations, and closing sales.

You'll have the opportunity to work independently, develop your sales skills, and directly influence your earning potential through your performance.

We value creative thinking, initiative, accountability, and employees who actively contribute ideas to improve our business.

For someone who demonstrates strong sales performance, leadership abilities, and a commitment to the company's success, there is potential for advancement into a management role.

Who Will Thrive in This Position?

We're looking for someone who:

- Enjoys meeting people and building meaningful customer relationships.
- Is naturally confident, enthusiastic, and persuasive.
- Takes initiative rather than waiting to be told what to do.
- Is motivated by achieving goals and earning commissions.
- Takes responsibility for results and looks for ways to improve.
- Enjoys solving problems and helping customers make purchasing decisions.
- Wants to grow professionally and potentially take on greater leadership responsibilities.

We're not looking for someone who simply wants a job. We're looking for someone who wants an opportunity to build a successful career.

If you're motivated, dependable, eager to learn, and ready to take ownership of your success, we'd love to hear from you.

How to Apply

Submit your résumé to darus@walls2windows.com along with a brief introduction telling us why you believe you would be successful in this position and answers to these three questions.

1. What was your total annual sales revenue in your most recent sales position? Please include the approximate dollar amount and what products or services you sold.

2. What was your average closing ratio? For example, if you met with 10 potential customers, approximately how many resulted in a sale?

3. What was your average sale amount (average ticket), and what was your highest annual sales volume? Please provide approximate dollar amounts.

Budget Blinds of Southern Oregon is an Equal Opportunity Employer. We welcome applicants from a variety of professional backgrounds and provide training for the right candidate.