**Retail Design Specialist-Ithaca**

**Job Type**- Full-time

**Description:**
Meldrim's Paint is a locally owned paint store known for high-level customer service, knowledge and experienced team, with the largest selection and inventory at the lowest prices. We have been serving professional painting contractors, designers, homeowners, industrial and architectural accounts in the Cortland and surrounding areas since 1927. We recently expanded into the Ithaca market officially with an additional store in October 2022. We are proud to continue to deliver the specialized knowledge and attention that you simply won't find in a chain store.

**What we are looking for:**

Our Ithaca team is currently on the lookout for a Retail Design Specialist**.** If you have a passion for interior design, extreme attention to detail, and customer service skills, this might be the perfect fit for you!

**Duties and responsibilities:**

As a Meldrim’s *Retail Design Specialist* your focus will be to navigate clients through their selection of custom window treatments, and paint colors for their home or business. Your mission is to cultivate, recognize, and drive sales for your store. Your creativity and passion will be the strategic approach to your growth.

**Requirements**

* Provide fantastic customer service throughout the entire design process.
* Meet, greet and engage customers, uncovering their color, or window treatment needs and help bring their vision to life.
* Continually meet and exceed sales goals for your store.
* Cultivate appointments and work collaboratively with regional interior designers to expedite sales.
* Build rapport with clients, earning their business through your ability to demonstrate exceptional product knowledge and strong interpersonal skills.
* Develop and maintain a customer base through networking and client follow up to ensure customer satisfaction before and after the sale.
* Navigate POS system to complete all transactions, including paint and sundries.
* Create an understanding for the Hunter Douglas Software to prepare quotes and proper follow up for all leads.
* Must have a valid driver’s license.
* Availability to work evenings and weekends.
* Ability to perform light lifting

**Salary**

Starting at $18/hr