



**DESIGNER SALES REPRESENTATIVE  
– LOS ANGELES & ORANGE COUNTY/SAN DIEGO**

**2/24/2021**

This is a position with a local reach within the LA metro area and Orange County/San Diego.

As a designer sales representative, you are our voice and face in the commercial designer community. You have a daily focus on extending your interior designers' network and building strong professional relationships. Together with our local community manager, you ensure the Talk Carpet brand is synonymous with creativity and the local specifiers' go-to carpet brand.

Your key responsibilities are:

- Research and approach commercial interior designers.
- Identify commercial building projects.
- Develop new project opportunities within your network of clients and prospects.
- Actively represent and promote the Talk Carpet brand and products through in person meetings, attendance of local events and social media.
- Professionally manage specifications and projects, providing top notch service to the specifying interior designers.

The main KPI's are:

- Number of new relationships established
- Value of new generated project leads
- Pipeline of project specifications
- Closed deals

Who are you:

- You have an affinity for design, with a strong interest in interior design, art, and architecture.
- You have relevant experience in the interior design or architectural industry. Sales experience is a plus, but not required.
- You are a social butterfly, thriving on building relationships.
- You are an out of the box thinker who loves to brainstorm new ideas, disrupting existing methods.

Prosper & Pasion Inc dba Talk Carpet  
575 Fifth Ave, FL 14 – New York, NY 10017  
[www.talkcarpet.com](http://www.talkcarpet.com)

- You are driven by overachieving on your KPI's and maximizing your bonus opportunities.
- You live in the LA Metro area.
- You have a reliable car at your daily disposal.

#### About Talk Carpet:

At Talk Carpet, we specialize in hospitality carpets, office carpet, and carpets for multifamily projects. We are a partner of established Danish brand ege carpets, one of the leading commercial carpet companies. Together with egetaepper, Danish for ege carpets, we transform the way designers and end clients approach commercial carpet. We believe that through unique flooring design, interior spaces become strong design statements.

More than just a supplier of carpets we aim to be a relevant and continuous source of inspiration for the design community. We take an active role in creating unique inspirational content that is of value to commercial designers.

#### What we offer:

An innovative work environment in a fast-moving company with lots of room for personal ideas and room for growth. We are out of the box thinkers that like to disrupt traditional approaches and sales methods.

We offer a fixed annual gross salary of \$60,000, combined with a commission-based bonus structure. The health care, dental and vision benefits program can be joined after the pre-set waiting period. A car allowance is provided.