

Job Description

We are looking for an experienced jewelry sales professional to join our team at M.S. Rau Antiques where we match clients from around the globe with museum-quality fine art, exquisite jewelry, and the world's rarest antiques.

The ideal candidate will possess strong sales, interpersonal, and organizational skills. They should be good at and enjoy establishing rapport and building trust with new customers, referral sources and their company teammates. They will be a brand ambassador and join their colleagues in capturing the unlimited potential in marketing what we believe to those who value the luxury goods industry.

Responsibilities

- Develops client prospect list and marketing strategy for introducing our business services.
- Develop a deep understanding of our restoration and remediation processes so that we can communicate the value our services can provide to others.
- Generate consistent lead sources that will send us quality work.
- Prepare marketing and sales information for customers and write accurate and profitable estimates.
- Direct hands-on leadership of response and service delivery to ensure that we exceed customer expectations.
- Create a culture that people want to be a part of built on trust, coaching and development safe working conditions on the jobsite, in the office, and while traveling.
- Procure, inventory and develop preventive maintenance for all operating equipment. Ensure all equipment remains in "ready response mode" at all times.

Desired Skills and Experience

- 5+ years business development experience.
- Experience with establishing and maintaining business relationships with companies.
- Strong verbal and written communications skills are a must, as well as a deeply proactive approach to meeting and exceeding goals.
- Ability to combine business, strategy, finance and operating concepts to structure customer contracts.
- Leading and/or directing the work of others.
- Previous experience in operations or facilities management a plus.
- Prior engineering, finance or production management experience, preferably in the restoration/ remediation business.
- High school degree or equivalent.