



SHOWROOM SALES REPRESENTATIVE

WINNIPEG | INDEED - AUGUST 20, 2026

HELP CUSTOMERS BRING THEIR SPACES TO LIFE!

A customer-focused showroom sales role for someone who loves people, design, relationship-building, and turning customer needs into successful sales.

Robinson Lighting Ltd. is a family-owned Canadian company proudly celebrating **90 years in the lighting industry**. We specialize in high-quality lighting solutions that bring warmth, style, and functionality to every space.

Our success is built on exceptional customer service, a welcoming showroom experience, and a team that genuinely enjoys helping customers find the right products for their homes and projects.

We are looking for a **motivated, personable, and sales-driven Showroom Sales Representative** to join our Winnipeg team.

This is an exciting opportunity for someone who loves working with people, has an eye for design, and enjoys the challenge of turning customer needs into successful sales. You will work with homeowners, interior designers, builders, and contractors to help bring their lighting visions to life.

WHAT YOU'LL DO

- Welcome and assist homeowners, interior designers, builders, and contractors in selecting lighting solutions that meet both their functional and design needs.
- Build strong customer relationships and provide an exceptional showroom experience from initial consultation through to order completion.
- Proactively develop new sales opportunities while building and maintaining relationships with existing customers.
- Prepare accurate and competitive quotes for homeowners, designers, builders, and contractors.
- Respond promptly and professionally to customer inquiries by phone and email.
- Develop and maintain strong product knowledge across a wide range of lighting products and high-end brands.
- Educate customers on product features, options, specifications, and solutions.
- Troubleshoot product and order-related issues and work with customers and suppliers to find solutions.
- Follow up on quotes, orders, deliveries, and outstanding customer requests.
- Expedite orders and communicate updates to customers as required.
- Contribute to showroom merchandising and presentation to ensure the showroom remains inviting, inspiring, and current.
- Work collaboratively with other showroom team members and assist with transactions and customer needs when required.
- Consistently work toward and achieve individual and team sales goals.

WHAT WE'RE LOOKING FOR

We are looking for someone who is **confident, enthusiastic, customer-focused, and motivated by sales.**

The ideal candidate will have:

- Previous retail sales, showroom, or customer service experience; experience in lighting, home décor, furniture, building products, or interior design is an asset.
- Strong communication and interpersonal skills.
- A natural ability to connect with customers and understand their needs.
- A proactive approach to sales - someone who is comfortable creating opportunities rather than waiting for customers to come to them.
- Strong attention to detail and excellent organizational skills.
- Good computer skills and the ability to learn new systems and technology.
- The ability to manage multiple customers, projects, and priorities in a fast-paced environment.
- The ability to work independently while contributing positively to a team.
- A passion for design, interiors, and helping customers bring their vision to life.
- A positive attitude, strong work ethic, and genuine desire to provide outstanding customer service.

WHAT WE OFFER

At Robinson Lighting, we invest in our people and provide the tools and training needed to succeed.

- Competitive compensation with base pay plus commission
- Comprehensive employee benefits
- Company pension plan
- Employee discounts
- Training and development opportunities
- Opportunity to become an ALA Lighting Specialist
- A supportive, collaborative team environment
- The opportunity to work with quality and high-end lighting products
- The opportunity to build long-term relationships with customers and industry professionals

WORK SCHEDULE

This is a full-time position. Employees must be available to work most Saturdays, with an alternate weekday off.

READY TO JOIN OUR TEAM?

If you are an enthusiastic sales professional who enjoys working with people, has a passion for design, and is motivated by the opportunity to grow your sales and customer relationships, we'd love to hear from you!

Please submit your resume for consideration.

While we thank all candidates for their interest, only those selected for an interview will be contacted.