

Just the Job

Information Sheet

Job title/s

Flooring Retail

Job description

- * Sales and customer services – building a relationship with the customer that walks through the door to determine their needs/wants
- * Design and trends of flooring product in the retail environment
- * Scale planning and estimation
- * Quantifying and quoting
- * Everything that has to occur before the installation of the product can happen

Qualifications required

No age restrictions

Basic entry level Maths and English is required

Design subjects at school would be advantageous

Training costs

\$800-\$1000

Location of job

On the job training

Indoors – in retail store; sales staff and estimators do site visits to measure up for jobs and this could be domestic or commercial

Career path

Up to two years to achieve National Certificate in Flooring: Installation, Estimation and Evaluation

Salary range

A good sales person could bring in up to \$100k. Generally operate on a retainer plus bonus scheme, so are rewarded for results.

Entry level sales person \$30k

Estimator \$same

Quantifying \$same

Other careers this profession could lead to

- * Working in retail can lead to different specialist areas – focus on customer services and selling the product; being an estimator; or focusing on a quantifying and quoting role
- * Owning your own retail store
- * Key Account Management within a retail store

- * Product training roles
- * Managing a retail store
- * Interior design contracting to flooring store

How to increase the chances of successfully entering this industry

Seek after school work or Saturday morning work with a flooring retailer
Increase knowledge of trends and colour etc by looking at magazines,
products in store etc

Other places to source information about this job

Website – www.flooringito.org.nz

Regional Apprentice Co-ordinators – can look up local representative on the
website

NZ Flooring ITO National Office – 0800-777-055

Any other relevant points

- * Individuals get 'paid to learn' and it is 'on-the-job' training
- * A construction based environment
- * The flooring industry has a strong creative/design element
- * National Certificate in Flooring is recognised both nationally and
internationally
- * Huge variety, no two days the same