

Job Title: Commercial Furniture Sales Representative

Location: Brooklyn Park, MN

Company: Minnesota Office Furniture

Job Type: Full-Time, On-Site

Pay: \$36,000 base + 6% commission — **earning potential \$66,000 to \$200,000+, average income \$100,000**

About Minnesota Office Furniture

Minnesota Office Furniture (MOF) is a women-owned, fast-growing company that designs, builds, and installs custom furniture for work and life. We're a dealership, custom manufacturer, and high-end refurbisher—all under one roof. From Fortune 100 boardrooms to home offices, we create bold, functional environments with systems furniture, architectural products, seating, and custom-built casework.

We're expanding quickly and looking for an experienced **Commercial Furniture Sales Representative** to join our Sales & Design team.

Position Summary

As a key player on our team, you will:

- Cold call and prospect to build your own book of business from scratch.
 - Follow up promptly and professionally on incoming leads.
 - Sell commercial furniture solutions for spaces ranging from 5 to 500+ employees.
 - Educate clients on our products and guide them from design through installation.
 - Customize refurbished cubicles by selecting fabric, laminate, and paint options with clients.
 - Travel to client sites for on-site measurements and consultations.
 - Represent MOF at industry events and networking opportunities.
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Qualifications

- 2+ years' experience in commercial furniture sales or interior design.
 - Knowledge of a wide range of furniture styles and manufacturers.
 - Proven ability to meet or exceed sales goals.
 - Valid driver's license and reliable transportation.
 - Strong organizational, communication, and multitasking skills.
 - Comfortable performing on-site measurements (kneeling, reaching, lifting).
 - Proficient with Office 365 and general computer applications.
 - **Bonus:** Residential sales experience.
 - **Bonus:** Proficiency in AutoCAD, CET, Giza, or SketchUp.
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Core Values

We hire people who show up and follow through:

- **Attendance** – Be present and on time.
- **Ownership** – Take pride in your work.



- **Finish Strong** – Do it right the first time.
 - **Integrity** – Do the right thing, always.
 - **Communication** – Listen well, speak clearly.
 - **Growth Mindset** – Never stop learning.
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Schedule & Sales Goals

- Full-time
 - Monday–Friday
 - **Annual sales goal: \$1,000,000+ with 6% commission** on all sales.
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Compensation & Benefits

- **Base Salary:** \$36,000/year (\$1,384.62 bi-weekly) + 6% commission paid when balance is collected.
 - **Earning Potential:** \$66,000 to \$200,000+, average income \$100,000.
 - **PTO:** 2 weeks' vacation + 9 paid holidays annually.
 - **Retirement:** 401(k) with 4% company match on 5% employee contribution
 - **Equipment:** Company laptop
 - **Company business credit card.**
 - **Mileage Reimbursement**
 - **Perks:** Employee discounts, professional development opportunities, supportive team culture & Growth.
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How to Apply

Send your resume to Info@MinnesotaOF.com with the subject line: *Commercial Furniture Sales Application*.

Minnesota Office Furniture is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.
