Are you confident with customers, commercially minded and looking for a role that gets you out and about?

We're looking for a Sales Estimator to join our team in North Walsham, helping customers find the right flooring for their homes through a professional and friendly in-home consultation service.

This is a varied role combining sales, customer service and practical estimating. You'll attend pre-arranged appointments in customers' homes, take accurate measurements, talk through flooring options and provide clear quotations. Most importantly, you'll use your knowledge and sales skills to give customers confidence in their choices and turn enquiries into confirmed orders.

What you'll be doing

You'll manage the customer journey from in-home consultation through to sale, including:

- Attending pre-booked customer appointments in and around the local area
- Accurately measuring rooms and assessing flooring and fitting requirements
- Helping customers choose flooring that suits their home, needs and budget
- Presenting samples and explaining different products and options
- Preparing clear, detailed quotations covering products, fitting and additional services
- Confidently asking for the sale, taking deposits and confirming order details
- Identifying opportunities to recommend complementary products such as underlay and accessories
- Producing accurate cutting and fitting plans to help minimise waste
- Ensuring measurements, quotations and order information are recorded accurately
- Keeping customers informed about next steps, fitting arrangements and lead times
- Working closely with the store team to ensure a smooth experience from enquiry to installation
- Supporting the store with customer enquiries and sales when required
- Building local awareness of the business through networking and community connections

What we're looking for
We're looking for someone who is personable, organised and comfortable building relationships with customers in their own homes.

You'll need to be confident talking about products, understanding what a customer needs and guiding them towards a purchase. You'll also need good attention to detail, as accurate measurements and order information are an important part of the role.

Experience within flooring, home improvements, estimating or a consultative sales environment would be an advantage, but just as important is the right attitude, confidence with customers and willingness to develop your product and technical knowledge.

You'll also need to be comfortable managing your own diary, travelling between appointments and working independently while remaining closely connected to the wider store team.

What we'll provide
You'll be provided with the equipment you need to carry out the role, including:

- Company vehicle and fuel for business use
- A full range of flooring samples
- Company mobile device & tablet
- Product and role-specific training

If you enjoy meeting people, have a natural ability to sell and like the idea of combining customer service with a practical, hands-on role, we'd love to hear from you.

To apply, please email a CV and supporting statement to

hello@cosycarpets.co.uk