



Job Title: Director of Business Development

Luxury Garage Sale (“LGS”) is looking for a motivated, passionate leader to lead the development and execution of strategic sales plans and initiatives for both our retail stylists and consignor relations account managers. The Director of Business Development will be testing new ideas, developing entrepreneurial initiatives and working to develop awareness of LGS amongst potential consignors and buyers alike. In partnership with the executive team, the individual will create, build and own the strategic growth and direction of the Chicago market.

An LGS Director of Business Development is incredibly innovative, motivated and a self-starter. They have a history of proven sales success. They can sell, market, manage and analyze. They are a strong networker with a keen sense of business and a drive to get in at the ground floor and work with a small, collaborative team at a quickly growing company.

RESPONSIBILITIES

Business Development

- Proactively source new business and manage accounts
- Analyzes market data/competitive landscape with the intention of increasing LGS's share in the market
- Prospect, identify and/or leverage existing customer relationships to drive new business
- Maximize customer service and profitability for LGS in order to achieve budget, revenue and market share targets
- Prepare and deliver presentations to owners, general managers and other stakeholders that provide insight to performance, strategic plans and tactical execution

Talent Development

- Develop a customer acquisition and account management team including but not limited to hiring, training, and goal setting
- Implement and maintain a sales training program across sales teams

Team Management

- Provide leadership in alignment with the executive team relating to the execution of sales functions, policies and company initiatives
- Hold sales team accountable to daily and weekly goals
- Create processes for the sales team around performance reviews, pace setting, incentives and promotions
- Daily store management including visual merchandising, strategic branding, and team scheduling

REQUIREMENTS

- A history of hiring, managing, motivating and developing a sales team
- Strong analytical and communication skills
- Proven track record of success in a proactive selling environment
- Familiarity with luxury products and services is preferred but not required
- Demonstrated ability to drive performance of team members and consistently hit goals
- Ability to excel in a fast paced team environment
- Excellent interpersonal skills
- Familiarity with basic CRM system tracking



ABOUT LUXURY GARAGE SALE:

Luxury Garage Sale ("LGS") is an upscale consignment service and boutique based in Chicago. LGS is a curated, high-fashion retail experience and consignment boutique rolled into one. We sell standout merchandise through our retail channels and our emerging online presence. Named as one of Lucky's favorite boutiques in the country, Luxury Garage Sale has been featured in Refinery29, Marie Claire, Elle, Daily Candy, Crain's Chicago Business, Chicago Magazine, Racked, NBC, FOX and more.