



We're looking
for our next

DESIGNER/ SALESPERSON

Dovetail is seeking an exceptional Design and Sales Professional to join our HARRISONBURG Showroom staff and guide clients through the project experience with enthusiasm and compassion. This Designer should already be familiar with this market.

As the foremost key player in our project work, the Dovetail Designer leads his or her team - and each project - knowing the stakes are high and the reward is great.

If you love the design process, love collaborating, and want to work in a fun and challenging environment then we want to meet you.



DOVETAIL
DESIGN & CABINETS

About Us

At Dovetail, we are dedicated to providing exceptional cabinetry and countertop design solutions that inspire our clients, guided by our years of experience and a commitment to integrity, creativity, communication, growth, and service.

We dovetail our cabinetry and design expertise with our client's dreams, thus creating a co-working relationship where both client and designer have a stake -and pride- in the final outcome.

The culture at Dovetail is infused with positive energy. Each team member is important to our project work, and the growth and vision of Dovetail. Our leadership team is here to support each member.

Dovetail (then branded Albemarle Cabinet Co.) hit the Charlottesville market with a bang in 2015 by being selected the cabinetry partner for the Southern Living Magazine Idea House. Since then we've gained national recognition many times for our excellent design, innovation and positive work culture.

We now have three showrooms: Charlottesville, Staunton and Harrisonburg.



Our Leadership Team

It's our job to give each team member the tools to maintain a healthy work/life balance, coach them and appreciate each person for who they are and what they bring to the table.



Amy Hart

Principal Designer
and Owner



David Cupp

Operations
Manager



Lori Randle

Design Manager

What you can expect as a Dovetail team member:

- Level 10 Team meeting once per week
- Bi-weekly 1:1 meetings
- Clear goals and review of goals
- Recognition for work well-done
- Ongoing training
- Holiday parties that include family / partners
- Flexible work environment
- Paid Time Off in exchange for community service



Harrisonburg
Showroom

D
DOVETAIL
DESIGN & CABINETRY

Guiding Principles

We are passionate about having a positive environment where people thrive.

We love working together to help one other achieve our goals.

We embrace the newest technology to help us be more efficient and provide better service for our customers.

We know it is key to make sure we provide all the education necessary to help fuel your success.

We encourage our people to grow their careers with the company by promoting from within.

We actively seek ideas from our team on how we can become an even better company. We love engagement and participation on all levels.

We want to offer great financial opportunity for everyone while at the same time making sure they have a good work/life balance.

Designer/ Salesperson

SKILLS & ABILITIES

REQUIRED SKILLS & ABILITIES

- Sales and sales presentations
- Advanced understanding of cabinetry
- Proficient with 20/20 Design Flex
- Strong people management skills
- Highly proficient with Microsoft Office Apps
- Excellent oral and written communication skills
- Ability to pitch and sell products/services to continue building strong client base
- Ability to develop and complete tasks without continued supervision
- Proven ability to prioritize in order to meet deadlines and provide high quality service to clients
- Strong Organizational skills
- Ability to work well under pressure, juggle and prioritize multiple projects and adjust work accordingly, often against tight deadlines
- Ability to interact with management, external client organizations and trade partners in a professional manner, putting value on relationships



**Kitchen
Design 2022**

Designed by Amy
Hart



**Bar Design,
2022**

Designed by
Lori Randle

REQUIRED

- 1+ years cabinetry design, using 20/20 Design Flex software
- 1+ years construction industry experience
- Valid US Driver's License

NICE TO HAVE

- Interior Design Degree



Designer/ Salesperson



The Designer role blends creativity, technical design ability and sales acumen. This role is responsible for building relationships with clients and leads, designing cabinetry solutions that meet project requirements, preparing accurate proposals, and driving these projects from initial lead through signed contract. The focus is guiding homeowners, custom home builders, and remodelers through the full design and purchasing process—from initial inspiration to final installation.

RESPONSIBILITIES

- Sales of kitchen & bath materials, primarily cabinetry & countertops.
- Cabinetry design using 20/20
- Pipeline and contact management
- Manage client relationships from initial consultation through project completion.
- Maintain consistent communication with clients, contractors, and trade partners to support smooth installations.
- Greet and assist walk-in clients
- Assist with showroom events
- Travel required to service clients as needed
- Dedication to EOS system and Dovetail process
- Possession and Practice of all Core Values

REPORTS TO: Principal Designer & Owner

HOME BASE: Harrisonburg

COMPENSATION: Base Salary + Monthly Commission (between \$60,000 - \$102,000)

You decide what you need to earn and we'll provide the path to get there.

TIME COMMITMENT: Full-time

BENEFITS:

- Health, Dental & Vision
- Simple IRA with company match
- 15 days personal time off (vacation/sick/personal) plus paid holidays
- PTO in exchange for community service





Excited?

APPLY HERE:

www.designbydovetail.com/careers

LEARN MORE ABOUT US:

www.designbydovetail.com

CONTACT US:

careers@designbydovetail.com



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