

Sales Representative – RIVA Flagship Store

Location: Miami, FL

Reports to: Store Director

Starting Salary: \$60,000 – \$80,000 base (depending on experience in sector)

- Plus commission based on performance

Role Summary:

We are seeking a dynamic and driven Sales Representative to join our flagship store in the Miami Design District. This is a hybrid role that combines in-store retail sales responsibilities with outside sales efforts. The ideal candidate will thrive in both the showroom environment—serving walk-in clients and design-savvy shoppers—and in the field, visiting professional accounts to grow and maintain strong relationships across the architecture, design, and custom home builder communities. The role also includes regular participation in industry networking events and trade shows to further develop the territory and elevate RIVA's brand presence in the Miami market.

Key Responsibilities:

- Be actively present in the showroom to engage with walk-in clients, provide product consultations, and support the in-store sales process.
- Build and maintain strong relationships with top architects, interior designers, and custom home builders in the Miami area.
- Ensure RIVA products are specified in architectural, interior design, and builder-led projects.
- Conduct product presentations and CEU courses.
- Schedule and carry out regular in-person visits to professional accounts to develop the territory and generate new business.
- Work closely with project managers, procurement teams, and design professionals throughout the sales cycle.
- Represent RIVA at industry networking events and trade shows to expand visibility and strengthen relationships.

Contact us: into@rivatfloors.com

RIVA Headquarters

9960 NW 89th Court Medley, FL 33178

West Coast Distribution Center

401 Alabama Street Redlands, CA 92373



Ideal Candidate:

- Fluent in English & Spanish
- Proven sales experience in high-end finishes, luxury home construction materials, or design-driven products.
- Charismatic and personable, with the ability to develop long-term trust-based relationships across different client types—designers, architects, builders, and homeowners.
- Has an eye for design and can speak the language of style, aesthetics, and materiality, which is critical in the A&D world.
- Can smoothly pivot between a retail showroom mindset and a consultative B2B sales approach depending on the situation.
- Always polished and well-spoken—someone who naturally represents a luxury brand in both demeanor and appearance.

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