

Fine Instrument Specialist – Wilmette, IL

Become a member of our team at William Harris Lee & Co.! We have been a successful force in the music world for over 40 years. Our exceptional team of luthiers is renowned. Their sought-after instruments are loved and played by musicians in professional orchestras throughout the world. Our fine antique instruments are lovingly and meticulously brought to perfection by world-class restoration. Our experienced craftspersons take pride in careful and artistic attention to superior setup and adjustment of all of our instruments.

We are looking for a salesperson who is passionate about enriching lives through the joy of music, helping each musician find their perfect instrument, their voice, their companion on their musical journey. If you know and understand what a great instrument can mean to someone--in inspiration and widened horizons, and pure joy of playing--and you are dedicated to helping others, then William Harris Lee & Co. is the ideal place for you. Apply today!

What You'll Be Doing

- Build strong and successful relationships with teachers, students, parents, and professional performers.
- Make outbound calls to stay in contact with people we know; make daily calls to new people we don't yet know who might love our instruments.
- Travel nationally to university schools of music and private studios to present our instruments and help teachers, students, and professional performers find a great instrument that they love.
- Meet or exceed sales goals and other key measurables, by developing, maintaining, and expanding W.H. Lee's customer base.
- Know the instruments—know their stories, their makers, their history, their sound. Know and be able to articulate the advantages of our fine instruments and our company.
- Attend regional and national conferences to promote the company, to establish and foster customer and professional relationships, and to generate sales.
- Regularly tune, test, and adjust instruments with shop luthiers.

Essential Qualities

- Passion for serving teachers, students, parents, players, motivated by a love of music.
- Dedication and deeply felt responsibility to delivering the highest standard of quality and affordability.
- Devotion to learning and sharing knowledge to support teachers, students, parents, and colleagues.
- Positive outlook, embodying respect for customers and colleagues, and viewing problems as opportunities for creativity and ingenuity.
- Conscientiousness and dependability, with time, work, and attention to customers; acting professionally, with integrity and honesty.
-

Required Skills and Experience

- A STRONG PLAYER—VIOLIN, VIOLA, OR CELLO
- Exceptional interpersonal and presentation skills
- Willing and able to travel regularly; a valid driver's license and clean driving record.
- Strong organizing and planning skills; knows how to and will use a CRM system
- Digital skills, including experience with a POS system, messaging apps, Office 365, and Google apps
- Willing and able to occasionally take appointments outside of regular business hours

Job Type:	Full-time
Work authorization:	United States (Required)
Work Location:	1138 Central Ave. Wilmette, IL 60091
Benefits:	Health & dental insurance, Retirement plan, Paid time off, Store discounts
Schedule:	Tuesday through Friday 10am-6pm, Saturday 10am-3pm