**Trade Sales Manager**
London W3, United Kingdom

Alter London is one of the UK’s leading producers of bespoke furniture. Working closely with renowned interior designers and architects worldwide, we provide extensive in-house manufacturing services, specialising in high quality upholstery and luxury furniture for high end residential, luxury hotels, yachts and prestigious hospitality projects.

Due to the ongoing expansion of the business, we now require an exceptional individual to join us who has a genuine passion for furniture and the luxury interiors sector.

The successful candidate must be an experienced driven sales professional, already delivering proven results from their own portfolio of prestigious interior design and trade accounts.

**The Role**

* focus on generating and delivering new trade sales and further developing key trade relationships within the high-end residential, Architects & Designers, Specifiers in luxury interiors marketplace.
* gain a clear understanding of product offering, whilst proactively delivering new client sales through existing clients or new business development.
* accountable for achievement of personal sales targets.
* manage and report on new business conversion.
* identify and conduct weekly sales call opportunities, assisting clients on furniture specification and project details.
* present proposals, written orders, communicating lead times and all relative information to client by face to face meetings, phone or email.

**Essential skills and experience:**

* commercial, strategic and technical ability to drive constructive positive planning and sales targeting.
* confident in working to monthly targets, reporting and strong professional sales approach.
* strong knowledge, experience and contacts within the A&D industry and high net worth customer base.
* confident in both face to face client meetings and presentations, with the tenacity to secure and retain new business.
* client focused and strong awareness of client market and current trends.
* IT literate with sound experience using Microsoft Office and CRM/SAP systems.
* personable with excellent client relation skills.
* excellent communicator, with a high level of numeracy and literacy in English.
* self-motivated with the ability to work under pressure both individually and as part of a team.
* organised and professional, capable of working on multiple projects simultaneously without compromising on accuracy.

We offer an attractive industry leading salary package and a generous commission scheme, of which will be dependent on experience.

**How to apply**

To apply please send your CV with cover letter and current salary details to alter info@alterlondon.com