



SAMUEL & SONS

PASSEMENTERIE

Title: Sales Account Manager (London)

Department: UK Sales

Based at: Unit 3.13 Chelsea Harbour Design Centre, London

Salary: Dependant on experience

Term of Employment: Full time 9.30am -5.30pm Monday to Friday. Additional hours and days will be expected during exhibition times.

Contact: Emily Peacock emily@samuelandsons.co.uk

Samuel and Sons recently opened its UK flagship showroom in March 2013 having built a reputation in the USA as the go to company for luxury trimming for the Interior Design industry. As a high end company we pride ourselves on our innovative designs and luxury products as well as our customer service, commitment to after sales and our core values.

We are currently seeking an exceptional and enthusiastic outside sales account manager for London with a can do attitude and a passion for interior furnishings. Driving sales forward is the primary objective of the Account Manager. This requires a comprehensive understanding of the industry, our clients and the product coupled with an ability to make presentations to clients. This role requires exceptional organizational and sales skills ensuring a full diary of appointments is achieved each week targeting both current and new clients. Strengthening and developing strong client relationships through social, professional and sales skills as well as providing excellent service are fundamental to this role.

As a family run company we are looking for a friendly and personable new member of our small team who has a natural flair and passion for sales and assisting interior designers with their schemes, is target driven and personable with a willingness to complete any task given to them. Flexibility is a key attribute required due to the nature of our small team. An "all hands on deck" approach is needed at all times.

Key Responsibilities:

- Meeting and exceeding sales targets and actively creating growth.
- Ensuring a full diary of targeted clients each week.
- Maintaining and updating client data base including noting who you have seen or called on, products you have presented and reactions.
- Suggest and create new sales initiatives.
- Communicate, generate and discuss new sales leads with the team.
- Follow up sales leads handed to you by the UK Director, Managing Director, Showroom or Sales support staff.
- Travel to diverse locations as required though the main areas covered will be London and Greater London.

Requirements: Full, clean, UK Driving License. A background in textiles and interiors is essential as well as previous history in a similar sales role.