Arteriors is an American high-growth, dynamic home furnishings brand with an employee-centered culture that stresses achieving results and having fun along the journey.  We are a go-to resource to interior designers and luxury retailers around the globe. Our award-winning lighting, accent furniture, mirrors and accessories are frequently featured in shelter magazines like Architectural Digest and Elle Decor. Our products are also a favorite among TV and movie set designers. We are looking for a market-sensing leader to ensure the brand is successfully launched in the U.K. market.  The right candidate will have a mix of operational knowledge, sales and marketing experience within the interiors industry, and be a driven, self-starter who is able to work autonomously.

The General Manager will be primarily tasked with business development goals along with providing a strong customer experience to our UK clients (as the showroom and its supporting logistics and systems works well today)  The leader will need to possess a strong product orientation, capable of performing brand, trend, and new product launch presentations to interior design and architect clients.   The role will be responsible for hiring, training, and guiding external sales reps in London and across the UK.

 **Key Responsibilities**

* Develop quarterly and annual sales strategies, focused on driving awareness of the Arteriors brand with high end residential designers, hospitality and commercial designers/architects, set designers, multi-family property developers, and similar prospective clients.
* Build strong relationships with Arteriors’ largest UK clients, working to improve their customer experience and grow sales
* Attend interior design events, leveraging them as networking and prospecting opportunities.
* Coordinating across your team and external sales agents, drive proactive outreach to realtor groups, BIID, and other designer or local groups; and other creative methods of lead generation
* Devise and implement sales strategies and initiatives to grow existing customers and capture new customers.
* Develop and equip the field sales agents with the right product knowledge through product training, imparting sales technique best practices, and active outbound communication of developments/news.
* Canvass opportunities to perform brand, trend, and product launch presentations to prospective clients.
* Look for and build revenue-producing partnerships with other showrooms or other partners in the interiors industry.
* Coordinate with London-based PR agency and corporate Marketing to drive annual UK marketing plan, including hosting showroom events, other events (including other major EU hub cities), etc.
* Be a market-sensing leader who obtains competitive knowledge of the UK market and relays critical information to other internal Arteriors departments.
* Oversee the operational aspects of the showroom (inventory management, store merchandising, logistics)

**Qualifications**

* Must have 8+ years’ experience in sales
* Must have 5+ years Management experience in Retail or Showroom environment
* Bachelor’s/Undergraduate degree required
* At least two years experience in the interiors / furnishings space required.
* Extensive knowledge of national sales tactics and approaches is required.
* Strong presentation skills are required.
* Professional appearance and phone etiquette are required.
* Demonstrated entrepreneurial drive to grow new channels of businesses.
* Demonstrated business skills in forecasting, budgeting, training, hiring, presentations, and selling products.
* Demonstrated leadership, communication, and listening skills.
* Strong ability to analyze data and prepare reports for senior team.
* Solid knowledge of Microsoft Office tools is required.
* Willingness to travel approximately 20%.  Travel includes but is not limited to road time with external sales representatives, attendance at trade shows, attendance at client events.
* Dynamic attitude and can self-manage, and multi task
* Proven, strong organizational abilities.

Please send your CV to careers@arteriorshome.com