

## About us:

From our riverside workshop in the South of England, Tigermoth Lighting creates elegant lighting to grace gorgeous hotels, restaurants and private residences worldwide. Our designs combine lightness and strength, exquisitely realised in hand-cut crystals, delicate metal chains, fine silks and hand-wrought metalwork. Each and every Tigermoth light is lovingly crafted by our skilled and discerning team, with absolutely no detail overlooked. We work as a professional creative partner, meticulously supporting interior designers to achieve their vision for every space.

We are looking for a target-driven Account Development Manager to join our growing team. Your job will be to maximise sales volume by growing existing business and developing new business. You will be field-based, building relationships with key people in each client organisation and establishing how to unlock the relationship / parameters that will drive future order growth.

The ideal candidate will be educated to degree standard with excellent communication skills and attention to detail. You will be a strong team player and have a positive “can-do” attitude.

## Responsibilities:

- Achieve sales target goals through sales to new and existing clients within your territories. Primary focus on London and Home Counties.
- Develop and grow the customer base maximising repeat business as well as creating new business prospects.
- Update Tigermoth’s CRM system with business-critical information about contact with each trade account or prospect.
- Liaise with the Tigermoth sales office on follow-up pre and post sales.
- Be an ambassador for the Tigermoth Lighting brand and lighting collection within the interior design community.
- Be responsible for arranging client events.
- Represent Tigermoth Lighting at trade shows and host showroom appointments.
- Forecasting, budgeting and tracking all account sales and expenditure.

## Candidates will:

- Be educated to degree standard or equivalent.
- Hold a full UK driving license.
- Have experience of previous field-based sales in a luxury goods environment.
- Ideally have experience in supporting interior designers and specifiers, bringing established relationships to the role.
- Be extremely well presented and personable.
- Have a proven track record of delivering on sales and margin targets.
- Be articulate and have excellent written and verbal communication skills.
- Bring a high level of energy, operating tempo and a proactive approach to the role.
- Be very organised, consistent, and have excellent attention to detail.
- Be passionate about delivering excellent customer service and supporting our client’s interests.
- Have strong IT skills.

**Timing:**

Start January 19.

**Location:**

Based at our Berkshire HQ but majority of time to be spent in the field in London and the Home Counties.

**Salary and Benefits:**

- Competitive salary.
- OTE up to 50% of salary in performance-related bonuses.
- 25 days holiday per annum plus bank holidays.
- Company pension scheme.
- Supportive and friendly sales office.

**The next stage:**

Please send a copy of your CV and a covering letter explaining why you'd like to work with us to [harriet@tigermothlighting.com](mailto:harriet@tigermothlighting.com)