****

**Sales & Design Consultants**

**SUMMARY:**

Based in our Tottenham Court Road showroom, our Sales & Design consultants are the front of house representing the brand and therefore we are looking for exceptional individual with great customers service skills, initiative and a keen interest or/and skills within the furniture and home industry.

**COMMERCIAL AWARENESS:**

* Grow your individual sales year-on-year, and contribute to the overall growth of the Company and achieve your personal target.
* Nurture client relationships in the longer-term to maximise sales and profit, win repeat business, and maximise customer lifetime value.
* Proactively and intelligently supply clients with the information and materials they need.
* Take responsibility for resolving or escalating customer service issues.
* Plan for and attend regular business reviews with line manager.
* Maintenance of the showroom and general visual merchandising.

**RETAIL STANDARDS:**

* Maintain the highest operational standards – in and out of the showroom.
* Take responsibility for your appearance and adherence to any specific guidelines.
* Ensure that all merchandising and display is in accordance with specific guidelines and our brand.
* Maintain accurate and up to date customer records and quotes using the Company’s business systems Navision.

**JOB CONTEXT:**

The role is based at our central London Showroom and required weekend work.

The sales process must be backed up by smooth, efficient management of personal day-to-day administrative, sales and stock management tasks.

**BENEFITS:**

Basic Salary + generous commission Scheme

Company Telephone

Generous Staff discount

**SUCCESS MEASURES:**

·      Achievement of sales revenue targets and year-on-year growth.

·      High levels of customer satisfaction and positive feedback.

·      Internal administrative tasks are completed within agreed timescales.

To apply, please email your CV and covering letter to [Julien@lombok.co.uk](mailto:Julien@lombok.co.uk) or [Victoria.paris@lombok.co.uk](mailto:Victoria.paris@lombok.co.uk)