



Sales Manager Job Description—Design Centre Chelsea Harbour, London

Overview: Drive sales of SA Baxter products through proactive and reactive sales efforts within the Architectural and Interior Design trade specifying community and developers. Drive brand awareness through sales outreach and by participation in industry events. Develop and implement sales strategy for new and existing accounts in Europe, Middle East and Russia. Manage projects through to completion and client/ end user satisfaction.

Report to: This position will report to the Sales Director in our New York office.

Responsibilities include:

- Exceed sales goals
- Proactively manage and develop client relationships by meetings, email and telephone contact and working in the showroom
- Visit trade firms to present SA Baxter capabilities and generate sales
- Use SA Baxter product knowledge to open new selling opportunities
- Achieve significant sales growth and brand awareness
- Network at every level of client organization to cement strong client relationships
- Meet clients' needs with exceptional levels of service
- Ensure that client details and contact records are kept updated on the SA Baxter database
- Provide accurate and prompt sales quotes to customers using SA Baxter order entry system
- Provide sales and activity reports
- Attend trade shows and other off site events as required
- Provide showroom coverage
- Assist at events as required
- Ensure day to day operations are efficiently handled
- Work in team environment to drive overall company success
- Proactively manage projects and effectively deal with after sales

Qualifications:

- **Established clientele list in the home/interior/architectural community**
- **Minimum 3 years sales experience in the Architectural & Interior Design Trade Industry**
- College or University Degree or comparable industry experience
- Ability to sell and specify technical products
- Able to travel to visit client base

Please send a cover email titled "SA Baxter Hardware London Sales Manager Position" along with your résumé in PDF format to oliver@sabaxter.com. We look forward to hearing from you.