**Job Description – UK Trade Account Manager**

George Smith has become synonymous with beautifully crafted furniture. Every sofa, chair, chaise and stool is lovingly made in our workshops in the North of England. Our range of furniture includes sofas, chairs, stools and chaises. We also offer a full bespoke service. Our client base comprises both trade and retail customers.

We are looking for a UK Trade Account Manager to join our Sales team in our Flagship London Showroom. The ideal candidate will have some form of prior sales experience and be willing to learn about all aspects of George Smith products – this role reports to the Business Development Manager.

**The Role**

* Proactively manage the relationships with an allocated group of UK trade customers
* Maintain a consistent yet appropriate contact to ensure George Smith remains ‘front of mind’ when clients come to select/specify furniture
* Ensure targets and KPIs are being met for your client segment
* Work collaboratively with the rest of the sales team to ensure we exceed our monthly sales targets
* Oversee and manage all quotes & orders issued to your group of customers
* Work with the design, production and logistics teams to ensure the smooth completion and delivery of your client orders – to include projects with many items and possibly complex custom designs
* Follow up with clients after the order to ensure that they are happy with the final product
* Liaise with the Business Development Manager on projects which require their involvement
* Be involved in the constant improvement of company processes – be an engaging and thoughtful member of the team
* Take care of showroom visitors & phone enquiries - working as part of the team to ensure a dynamic and welcoming space.
* Problem solving skills - ensure that any issues are dealt with swiftly and efficiently

**The Candidate**

We are looking for someone who is passionate about sales, without needing to be aggressive. The successful candidate will hold a strong understanding of the luxury and bespoke market with an interest in interior design. Whilst not essential, furniture knowledge is preferred. Prior experience in this industry and knowledge of the high-end luxury trade client base is required.

Excellent organisational skills and good attention to detail are paramount. As is the personal drive to ensure that all clients are happy with their experience of George Smith in terms of products and service.

The showroom is open 9.30 am to 5.30pm Monday to Friday, and 10am to 5pm on Saturdays, the role currently involves one Saturday per month with a day in lieu – however, candidates are required to be flexible outside of these hours.

**Location:** 587-589 Kings Road, SW6 2EH

**Salary:** Dependent on experience

Please send a CV and covering letter or e-mail to Gaby Gunthardt

**E-mail:** [gaby@georgesmith.co.uk](mailto:gaby@georgesmith.co.uk)

**Address:** Gaby Gunthardt

George Smith

587-589 Kings Road

London

SW6 2EH

NO AGENCIES