



JUSTIN VAN BREDA
LONDON

Justin Van Breda London is an intimate design atelier, designing furniture, fabric and interiors that are considered and engaging. We hope to inspire our clients to live in their homes in a manner that is relaxed and appreciative of the beauty that living well engenders, and most importantly reflects who they are. Through our beautifully appointed collection of furniture, our bespoke design service and range of carefully curated fabric we present a well-thought-out and customer focused offering. We work closely with developers, architects, specifiers and interior designers.

Cape Town born, Justin Van Breda was educated in English and Politics at Stellenbosch University before turning toward the creative world of design. He studied at Design Time School of Interior Design in Cape Town before venturing to London on what was going to be a year out. In early 1999 he started working for Nicky Haslam at NH Design and within 9 months was made Creative Director – and gone were ideas of years out. During late 2001 he returned to South Africa to curate his first furniture collection, pieces of which still form the backbone of the designs. The showroom was first presented as JVB in 2002 on London's Pimlico Road and is now based in Chelsea's Lots road with over 400 customisable pieces in the collection.

The Fabric Room launched in 2017 to run parallel with the Furniture business and includes in house fabric lines including The English Collection, The Royal Berkshire Collection and the Coordinates collection. The Fabric Room also has exclusive UK representation of various prestigious fabric brands including Carlton V, Kerry Joyce Textiles, Nine Muses, Bird in Hand and, most recently, Isabel Kimbell Design.

FABRIC ACCOUNT MANAGER SPECIFICATION

This is a fantastic opportunity for a Fabric Account Manager to join our leading interior design, furniture and fabric business in the design district in Chelsea. The Fabric arm of the business supplies high-end fabrics to interior designers, retailers and furniture manufacturers. We are looking for an experienced Sales Manager to run a portfolio of important client accounts across London and surrounding territories. Applicants will need a full driving UK driving licence as you will be required to visit clients at their studios and offices on a daily basis. As a guide you would usually spend four days a week outside of the studio at appointments booking 10-15 appointments a week. You will be meeting with new clients to present our represented lines and our own collection, update existing clients on any new products and explore their interior design project requirements and follow up with sampling and order requirements.

Commission is paid on all sales within your client portfolio at a 3% rate - increasing to 4% after the first 100k, annual target revenue should be 300k. Applicants should be enthusiastic to work with some of the best interior fabric brands and have a sensitive eye for colour, design and texture. Experience of selling a luxury interior design product is essential and an pre-existing black book of industry contacts is highly desirable. Salary is negotiable based on experience.. The job role is offered on a Monday to Friday basis with some requirements to work weekends or evenings for industry special events such as Decorex, Clerkenwell Design Week and showroom events.



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Role Requirements:

- To take ownership of the key trade accounts predominantly within London, Surrey and the Home Counties and present the company in front of all customer types in line with company operating principles, to provide superior customer service and to build business network.
- Your account portfolio would typically be split 80% Account Development and 20% New Business opportunity.
- Increase sales for designated territory through the generation of new business by proactively targeting new customers and researching new business opportunities. Actively search out and attend customer meetings and prescription meetings, promotions, product launches and exhibitions
- To achieve own local sales goals and budgets.
- Manage client relationship through regular calls, emails and sending out marketing collateral to build customer retention through relationships.
- Promote new products to existing customers and provide training to the customers on all products.
- Establish excellent working relationships with all colleagues, customers and fabric designers and to act as an effective channel of communication between the client and the design team working closely with production and customer service to ensure targets are met and orders are fulfilled on a daily basis.

Skills and Experience:

- 3 years' experience of direct selling to retailers preferably within the window blinds, curtains, carpets, soft furnishings/interiors background.
- Full current and clean driving licence.
- Ambitious, self-motivated and target driven, eager to generate new business and sustain growth for the company.
- Highly customer focused with a proven ability to build and sustain effective long-term customer relationships.
- Ability to work autonomously and travel throughout the southern territory.
- Not adverse to overnight stays away from home.
- Must have experience selling a product into independent Retailers.



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Culture & benefits

- Social and team oriented environment in a creative and energetic studio which is both well placed and respected within the industry.
- Excellent location in London's design district with regular travel to meetings.
- Career progression opportunities and opportunities to develop the role to suit personal way of working.

Please send a copy of your CV and covering letter to justinvanbreda@justinvanbreda.com for more information.