

**UK Residential Sales Manager**

**Department: Sales** **Reports To: Managing Director PJ International**

**Post Date: 6/20/19**

**Phillip Jeffries is looking for a UK Residential Sales Manager!**

Phillip Jeffries is currently seeking an experienced sales leader!

The ideal candidate will possess a thorough understanding of the luxury design market and will be responsible for leading teams, fostering relationships, and ensuring amazing client experiences.  Additionally, you will possess a dynamic blend of market expertise coupled with proven sales strategies to maximize sales results.

If you’re looking for a rapidly growing company that has the feel of a start-up and the foundation of an established business, Phillip Jeffries may be your next home!

This position will be located in our brand-new offices in London.

This position will report directly to the Managing Director PJ International.

**What you will be doing:**

**Sales Ambassador**

Grow residential sales within the UK sales territory

Work with managers, showroom staff, sales associates and press to grow the Phillip Jeffries brand and its relationships

Attend dinners, industry events, etc. with sales staff and top designers

Exude leadership skills and have the ability to manage up, down and sideways

Be a team player that offers support

Proactively maintain and grow your own client list.

**Sales**

Promote sales by that the sales team is calling on, existing and new interior designers, architects and specifiers

Team player who steps in at the Showroom or with sales territories when team members are unavailable or when necessary

Proactively recognize cross selling opportunities, using product knowledge to offer similar patterns and designs to customers in order to increase revenue

Make outbound calls to customers following sample requests in order to close sale or recommend alternative products

Prospect new customers/opportunities

Place binders, sampling and point of sales material

Provide weekly sales reports and monthly recaps

Keep CRM updated

Work at Exhibitions

**Trainer**

Mentor and train sales staff

Train on – sales, culture, IT, Opps, etc.

Create training's that incorporate role playing within the lessons.

Conduct sales training that elevates the team’s ability to prospect and close sales

Develop and define presentation skills

Educate sales and showroom staff on new product launches, systems and procedures

Deliver conference call seminars/webinars on new product and sales strategy

Conduct IT training for sales team

**Traveler**

Build and execute annual travel plan/budget in conjunction with Managing Director PJ International

Travel approximately 50% of the time

Be available physically, mentally and emotionally for team

Schedule face-to-face time to build and develop relationships with showrooms, sales team and clients

Attend and co-host US/International National Sales/General Manager meetings and other PJ hosted events

Create travel budget

Write visit recap for executive team after each territory visit

**Communicator**

Communicate and strategize with Managing Director PJ International on continuous basis

Relay client reaction and needs via sales software

Provide feedback from marketplace and coordinate events when necessary

Interact with client services when issues escalate

Provide feedback to IT on web improvement opportunities

Conduct structured monthly and quarterly calls with sales team

Re-enforce positive results with all agents, distributors and salespeople

Hold difficult and consultative conversations if goals are not being met

Hold sales reps accountable for achieving their sales plans and cogs.

Provide weekly & monthly territory recaps providing insights and updates on strategic sales plan

**Strategist**

Create UK residential strategic sales plan

Establish goals by territory for sales, sampling and catalogs

Create and implement a system for tracking the sales pipeline

Ensure that the follow up process is effective

Review weekly, monthly and quarterly metrics and communicate results to Phillip Jeffries leaders/sales force as needed

Attend and lead planning and strategy sessions

**Must have:**

3 -5 years Sales Management experience

Knowledge of interior design market

Ability to travel up to 50% of the time

Ability to lift and carry up to 20 kilograms

Upbeat, energetic, can-do attitude

Leadership

Team player

Strategic/planning

Management/organization

Strong analytical skills

Customer-centric mentality

Training and development

**What’s in it for you:**

Unique culture that includes:

 Annual Spirit Week with a focus on our core values, team building and having fun!

 Employee-hosted Wow! Fun! Monthly parties (including scavenger hunts, team dinners, baseball games, etc.)

 Annual Holiday Party and Picnic

Competitive Salary

Paid Holidays

Bonus Program

**Phillip Jeffries,** the world’s leader in natural, textured and specialty wallcoverings, has been providing award winning designs to the architectural and interior design community for over 40 years.  With a diverse collection of product, Phillip Jeffries has provided luxury goods that grace the walls of properties such as the Wynn Hotel in Las Vegas and the Barney’s New York stores as well as luxurious homes throughout the world.

To learn more about Phillip Jeffries, please visit us at [www.phillipjeffries.com](http://www.phillipjeffries.com/).