**TURRI**

**Turri, an Italian producer of refined furniture since 1925 are looking for an Area Sales Manager for their first London Showroom. The successful candidate will be on the road visiting architects and interior designers and occasionally assisting the Showroom Manager. This is an exciting position for someone who is professional, driven, goal orientated and engaging with a minimum of three years’ experience in a similar position. In return, Turri will provide full training including visits to the factory in Italy.**

**AREA SALES MANAGER**

**THE ROLE**

* To spend 80% of working hours on the road visiting architects and designers as well as potential retailers and 20% in the showroom with clients and overseeing the showroom in the absence of the Showroom Assistant
* To proactively promote sales to the A&D community as well as retail sales, issue offers and follow them through as well as secure payment
* To ensure the utmost level of customer service along with efficient and timely supply of catalogues and samples
* To prepare sales budgets and aim to achieve them
* To conduct product training sessions for architects and designers in the showroom
* To maintain contact with existing dealers and customers and to ensure their continued patronage
* To Assist with delivery and handling of the orders
* To Inform customer of delivery dates and schedules and to maintain sales records

**REQUIREMENTS**

* Professional, driven, goal oriented and engaging personality
* Bachelor’s degree or equivalent combination of education and experience
* Minimum of 3 years of experience in the same or similar position.
* Proven contacts with the A&D community
* Professional and Cheerful demeanour with clients and with staff
* Fluency in English both written and oral
* Highly organised and conscientious, flexible and willing to work after hours and on weekends when necessary
* Preference for Design background and ability to read architectural plans and use Autocad
* Strong IT Skills and applied social media marketing and proficiency with Microsoft Office, Excel and business related technology systems
* Personal and professional interest in Furniture and Design by attending fairs, events and presentations
* Naturally inclined to building interpersonal relationships and naturally passionate about furniture

Turri will provide full product training, including visits to our factory in Italy.  Please send your CV to along with an introductory letter to [hr@turri.it](mailto:hr@turri.it)    Due to the volume of applications, only successful candidates will be contacted.