**Sales Account Manager**

London SW10

Fameed Khalique is renowned for curating and supplying some of the very best luxury surface materials in the world. We are an award-winning company based on Lots Rd and work closely with design and architecture practices on world-class residential properties, yachts, and private jets, five star hotels and luxury retail stores.

We are looking for an exceptional, highly motivated and ambitious full-time sales person to represent the brand at the highest levels. The successful candidate must be able to demonstrate consistent and proven sales results from their own network of clients. In return the role offers exciting challenges and unsurpassed opportunities for growth and reward.

**The Role**

* Generate and deliver sales from existing clients and new trade accounts (architects, interior designers, specifiers and purchasing agents)
* Make dynamic sales calls and presentations to clients in the greater London area
* Proactively manage your clients and leads to achieve your personal sales targets in a strategic and focused manner
* Understand and master product information on our many collections
* Report on sales pipeline for new and existing projects
* To be an exemplary ambassador for the Fameed Khalique brand

**Key skills for this role**

* Highly organized with a very strong background in sales planning and targeting. Must be able to work on multiple projects with multiple products simultaneously.
* Excellent presentation skills combined with confidence and laser focus on delivering monthly/annual sales targets
* A great background and knowledge of the industry complete with excellent contacts
* Strong work ethic and highly capable at multitasking
* Previous experience of using CRM software and proficient in Mac and Microsoft Office
* Extremely well presented with excellent communication skills. Must have a high level of oral and written English.
* A real team player who recognizes that targets are there to be met for the business as a whole.
* The ability to thrive under pressure, enjoying the challenges of a dynamic sales environment
* A passion for being the best and providing fantastic customer service.

There is potential within this role to play a key part in the growth and expansion of the business – so ambition and drive are a must!

Salary and generous commission package are subject to experience.

Please email applications to claire@fameedkhalique.com with a brief covering letter. This should tell us what differentiates you from the crowd as a brilliant account manager and what you can bring to the role.