**Job Description**

Our to-the-trade showroom at Chelsea Harbor is seeking a second full-time Showroom Manager. Successful candidates will have a design background and/or strong understanding and experience in working with interior designers in custom furniture / finishing or custom lighting products. Candidates must have experience working with high-end products.

This role is entrepreneurial in nature and drive and successful candidates will understand and execute on what it takes to thrive in this environment. Qualified candidates will have a background or strong understanding of interior design, scale, and customization.

**Responsibilities and Duties**

• Collaborate with interior designers to service their needs.

• Provide exceptional service to walk-in clients as well as outreach to other surrounding UK markets.

• Deliver presentations, estimates, invoices, and timely follow-up.

• Follow-through from the acquisition of sale, design development, production, to delivery and installation interface with the design community

• Plan and coordinate market outreach including events, marketing, and promotional opportunities.

**Qualifications and Skills**

• Sales experience in high-end and to the trade showrooms. A firm understanding of customization of products and general capabilities a strong plus.

• Experience in lighting and familiarity with lighting materials and components a strong plus.

• Highly organized, a sales-driven constitution with strong computer skills (Salesforce experience preferred)

• Experience with the design market drawing or sketching skills preferred.

• Good attitude and the ability to work with a team

• Ability to interface with designers, architects, and end users interested in learning and career growth

• Excellent people skills a must

• Strong verbal and written communication skills

• Detail oriented, a focused planner with high energy

• Natural desire to be an industry "go to" person with a desire for self-improvement and motivation

• Professional image and a high level of business acumen

**Compensation & Benefits**

• Base salary plus commission

• Health Insurance

• Paid Time Off

**Job Type: Full-time**

**Applications:** [Gina@studio-at.com/](mailto:Gina@studio-at.com/)