****

ijlbrown is looking for a full time Sales Person to join our busy sales team at the Kings Road showroom, London, SW6 2DU.

The candidate is to have excellent sales skills with proven sales record within the industry.

ijlbrown is an established family run company who manufacture high quality furniture both in UK and abroad, specialising in bespoke design and build. We sell worldwide to both trade and retail customers, interior designers and commercial ventures.

**The Role**

- Generate and develop sales with existing customers (both Trade and Retail) and new customers face to face in the showroom, through site visits, telephone and email.

- Build and maintain strong relationships with potential and existing customers via telephone, email and site visits and maintain accurate records of contact on the database.

- Ensure the showrooms are presented to the highest of standards at all times assisting with dressing and decoration

- Assist with the day to day upkeep of the showrooms

- Ensure quotes/orders and purchasing is accurate and all information is provided

- Ensure administrative duties are accurate

- Help develop new products / ideas to increase business or as a result of customer feedback

The role requires attendance 5 days a week with Saturday attendance worked on a rota basis with the current London sales team. In addition occasional early morning attendance may be required to accept incoming deliveries from Hereford.

**Key Requirements**

- knowledge and experience in high quality furniture, textile or Interior Design industry (min 3 years)

- Proven Sales records

- Organised

- Team player

- Pro-active

- Good communicator, both orally and written

- Keen eye for detail and high level of accuracy

- Flexibility for attendance outside of the normal working hours

- Attend and take part in trade / retail shows as required which may on occasions be out of normal working hours

- Attend training in Hereford as and when required.

Salary dependent on experience.

For further information or to apply, please email a current CV and a covering letter to [jill@ijlbrown.com](mailto:jill@ijlbrown.com) or telephone Jill Hilton on 01432 851991

I & JL Brown Limited, Whitestone Park, Whitestone, Hereford, HR1 3SE

[**www.ijlbrown.com**](http://www.ijlbrown.com)