

OSBORNE & LITTLE

Job Description

As the South East Area Sales Manager you will have a passion for design, an ability to engage with clients and the skills and knowledge to give our customers the advice and service compatible with the quality, high end luxury brands.

The successful candidate will be responsible for revenue growth from fabric, wallpaper sales to B2B in the A&D industry.

Reporting to the Sales Director with a key focus on driving retail and design trade sales, you will demonstrate a “can do” common sense attitude, a practical mind set and a great commitment to teamwork.

Key Responsibilities

- Identifying and meeting target customers through database management
- Targeting and scheduling visits/meetings in order to develop and manage existing accounts within a designated area
- Responsible for seeking new business opportunities within the designated territory
- Establishing and maintaining direct relationships with an existing database of design professionals
- Growing the database significantly - inputting information into our CRM system to track opportunities and sales
- Creating and maintaining a sales pipeline which is reported weekly to management
- Taking vital part in actioning the sales strategy for the UK trade market.
- Offering sampling products to design professionals
- Competitor and consumer insight monitoring and market research
- Delivering a comprehensive weekly report to the Directors
- Preparing and participating in UK sales meetings
- Monitoring and maintaining brand guidelines in all third-party showrooms
- Achieving monthly and annual targets as laid out in the business plan

Requirements:

- Good experience of working within the interior furnishings, preferably textiles or a related field e.g. luxury consumer goods
- Exceptional presentation and communication skills at all levels; an ability to ask the right questions at the right time and the ability to listen carefully to clients' needs
- Sales data analysis skills.
- Results and target driven, financially motivated
- Highly organised

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- A commitment to being a team player
- Ability to work independently and thrive under pressure with the ability to manage the assigned territory effectively, particularly during the launch of new collections
- Very high standards of personal presentation
- Advanced skills in MSOffice including excel
- Full UK Drivers Licence

Salary: Competitive - depending on experience

Plus Car, laptop, mobile provided, business expenses, company pension, private healthcare

Place of Work: Regular travel in Kent, Surrey, Sussex and London

The normal working hours are 9:00am – 6pm and you will be required to work late when necessary.

We will provide full product training.

To apply please email your CV and a cover letter detailing your experience to koumianoua@osborneandlittle.com