



## Showroom Sales Representative – London

F. Schumacher & Co., America's leading name for manufacturing and distributing fabric, wall covering, floorcovering and furnishings is coming to London! And we are seeking a Showroom Sales Representative for our showroom at the Chelsea Design Centre. The Showroom Sales Representative will be responsible for selling high-end fabric, wall covering & furniture lines as well as specific sales support functions as designated by the Territory Manager. As a part of the inside sales team, this person will reinforce brand positioning within the marketplace and provide key service for accounts within the London territory.

A passion for luxury and an unwavering commitment to beauty are woven into everything we do. Our mission is to elevate living through great design, to be a style leader within the design community, and to create a beautiful product, always.

### **YOU WILL:**

The Showroom Sales Representative plays a critical role in our goal of beautiful selling within a community and is the face of the client experience.

### **Beautiful**

- Assist the Showroom Sales Assistant in performing showroom merchandising and inventory.
- Inspire customers with schemes and your perspective on home, lifestyle, and beauty.
- Communicate and embody Schumacher's brand message and consult clients on their needs.

### **Selling**

- Place and follow up on customer orders; work with internal Finance and Sales Support Teams to troubleshoot client issues and ensure client success.
- Utilise client outreach, sales techniques, cross-selling, and sales reports to develop and implement a sales strategy and help reach the overall sales goal.
- Keep accounts up-to-date on new product and offerings through a targeted outreach strategy.
- Partner with clients to explore and identify all needs within each project.
- Expand your working knowledge of our Schumacher collections to become a trusted expert through product knowledge.

### **Community**

- Build a strong customer followership and fellowship through consistent delivery of the highest quality product and client service.

- Utilise and expand Schumacher’s presence through online and digital channels (social media, etc.).
- Partner closely with a Schumacher Design Consultant to ensure client and sales success.

### YOU HAVE/ARE:

- Knowledgeable and enthusiastic about the luxury interior design industry
- Exceptional organizational, time management, and follow-through skills
- Exceptional selling skills and the ability to manage client expectations
- High level of ownership, accountability and initiative
- Proficiency in MS Windows and Office suite
- Strong verbal and written communication skills
- A goal-oriented, team player with a positive attitude
- Passionate about delivering an amazing experience for each client, always
- Ability to operate in a fast-paced environment, adapt to change, and wear many “hats”
- Ability to identify growth opportunities including high potential customers & new accounts

### ABOUT SCHUMACHER:

F. Schumacher & Co is a 130-year-old interior design company that creates and distributes fabric, wallcovering and furniture to skilled businesses around the world. Our family-owned company is synonymous with style, taste and innovation. Our collections are comprehensive, with an extraordinary range united by respect for classicism, an eye for the cutting edge, and an unparalleled level of quality.

But don’t be fooled! While we celebrate our storied heritage, we operate like a 130-year-old startup. Our talented team is innovative and dynamic, and our culture is progressive and fun. In order continue our success; we are always looking for talented people that fit.

- **Culture:** In our company, you’re judged by your ideas and results, not by your experience or title. So, we encourage you to be thoughtful, casual, and to speak your mind.
- **Development:** We strive every day to develop you and your colleagues for what we believe is a challenging and supportive business environment.
- **Teamwork:** We believe that success and efficiency can only be a product of collaboration. At FSCO, working together is the rule, not the exception.
- **Innovation:** We have achieved success and longevity through innovation. And we encourage experimentation and rule breaking. Mistakes? Those are things we embrace, talk about and learn from.
- **Life Balance:** Focused, productive time is more important than long hours. We believe in having enough time to be happy both in the office and out of it.

F. Schumacher & Co. is an Equal Opportunity Employer committed to diversity, inclusion, and equality in the workplace. All qualified applicants will receive consideration for employment without regard to sex, race, color, age, national origin, religion, physical and mental disability, genetic information, marital status, sexual orientation, gender identity/assignment, citizenship, pregnancy or maternity, protected veteran status, or any other status prohibited by applicable national, federal, state or local law.