

ijlbrown is looking for a full time Sales Person with a focus on Trade Sales to join our busy sales team at the Kings Road showroom.

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

ijlbrown was founded in 1984 and is a family run company who manufacture high quality furniture in Herefordshire, specialising in bespoke items. We sell worldwide to both trade and retail customers, interior designers and commercial ventures.

**The Role**

- Generate and develop sales with new customers face to face in the showroom, through site visits, telephone and email.

- Build on and nurture existing customer relationships via telephone, email and site visits and maintain accurate records of contact on the database.

- Actively seek new and potential 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 date upkeep of the showrooms

- Assist with the timely manner of customer payments as required

- 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**

**-** Experience with Trade Sales

- Previous experience in high quality furniture, textile or Interior Design industry required (minimum 3 years)

- Proven Sales records would be an advantage

- Organised

- Team player

- Pro-active

- Good communicator

- 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.

A competitive salary is offered dependant on experience

To apply email Jill Hilton on [jill@ijlbrown.com](mailto:jill@ijlbrown.com) a current CV and cover letter or for more information telephone 01432 851991

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