**UK Account & Business Manager – South West London**

Christopher Hyde established in 1995 is a leading manufacturer of luxury lighting in the UK and international markets. As a high-end company, we pride ourselves on our designs and luxury products as well as our customer service, commitment to after sales.

We are currently seeking an exceptional and enthusiastic external Account Manager with a positive attitude and a passion for interior furnishings. Driving sales forward is the primary objective of the Account Manager. This requires a comprehensive understanding of the industry, our clients and the product coupled with an ability to make presentations. This role requires excellent organizational and sales skills ensuring a full diary of appointments targeting both new and existing clients. Strengthening and developing strong client relationships through social, professional and sales skills are fundamental to this role.

A family run company with the showroom in Chelsea Harbour we are looking for a friendly and personable new member to join our small team. The applicant must have a natural flair and passion for interior design, is sales driven and personable with a willingness to complete any task given to them. Flexibility is a key attribute required due to the nature of our small team. An “all hands-on deck” approach is needed at all times.

Key Responsibilities for the UK Account & Business Development Manager:

* Meeting and exceeding sales targets and actively creating growth.
* Suggest and create new sales initiatives.
* Communicate, generate and discuss new sales leads with the team.
* Cover for the Showroom
* Follow up sales leads handed to you by the Showroom Manager, Managing Director, and Sales support team.
* Travel throughout the United Kingdom and Ireland, currently there is a concentration of clients within the M25.

**Essential skills required for the UK Account & Business Development Manager:**

* Full driving licence.
* Ability to listen and comprehend the customers' requirements.
* Ability to identify unique selling points and apply a consultative sales approach
* Task management; arranging appointments, meeting deadlines and concise reports.
* Personable be able to build positive relationships at all levels and with all types of people.
* Experience and knowledge of CRM systems is very desirable.
* You must have the ability to use your own initiative
* Have a minimum of 3 years’ experience in business-to-business sales
* A background in Interiors is essential but all levels of experience will be considered.
* Excellent spoken and written English.

**SALARY & BENEFITS**

Competitive salary with commission and annual bonus, company car, credit card, full external worker IT package, out of pocket expenses.

If you are self-motivated and calm under pressure, we would like to hear from you.

We regret applications from recruitment consultants will not be considered.

* **Contact:**Alison Lodge
* **Reference:**Totaljobs/G1\_CH\_ML\_21
* **Job ID:**93310389