

# SAMUEL & SONS



Job role: Area Sales Manager, London Residential – Maternity Cover until Nov 2022

Location: Full time road sales; Monday to Friday 9.30 till 5.30

Salary: Competitive including achievable incentives

Reports to: UK Director

Samuel and Sons is seeking a full-time area sales manager to be part of an established sales team and promote the Samuel and Sons brand across the residential interior design industry within the London area. Driving sales forward is the primary objective of the Area Manager. This requires a comprehensive understanding of the industry, our clients and the product coupled with an ability to make presentations to clients. This role requires exceptional organizational and sales skills ensuring a full diary of appointments is achieved each week targeting both current and new clients. Strengthening and developing strong client relationships through social, professional and sales skills as well as providing excellent service are fundamental to this role.

Previous experience and knowledge of sales and customer service inside an interior design, textiles or luxury industry is essential. The right candidate will have impeccable attention to detail and be organised with the ability to work under pressure independently and as part of a team in this dynamic role.

Samuel and Sons opened its UK flagship showroom in March 2013 having built a reputation in the USA as the go to company for trimming. As a luxury business we pride ourselves on our innovative designs and products as well as our customer service, commitment to after sales and our work ethics. We are looking for a new member of staff to join the Samuel and Sons family who is friendly, personable and sales driven with fantastic communication, presentation, and social skills. The right candidate will be a great listener to meet their clients' needs and have a willingness to complete any task given to them.

### **Key Responsibilities:**

- Meeting and exceeding sales targets within the London Residential market
- Actively creating growth with existing clients as well as seeking out new business opportunities
- Generating sales and providing support to both the clients and the sales team
- Ensuring a full diary of targeted clients each week whilst creating new sales initiatives
  - Maintain excellent organisational and time management skills
- Maintain excellent presentation skills and manage client relationships to the highest standard

**Requirements:** Full, clean, UK Driving License

To apply for the vacancy please contact **Emily Peacock via email** ([emily@samuelandsons.co.uk](mailto:emily@samuelandsons.co.uk)) with CV's and Cover Letter.