

SOANE

BRITAIN

Job Title: Client Development Associate II
Department: UK Sales

Location: Pimlico
Position Reports to: Head of Sales – UK & Export

Company Overview:

With an uncompromising commitment to British manufacturing, Soane Britain's mission is to design and make enduring and life-enhancing furniture, lighting, fabrics and wallpapers through collaborations with a network of the finest craftspeople in Britain. Soane combines responsibly sourced, high quality materials and superb workmanship to ensure our designs endure for generations.

Our talented team is based in offices and workshops in Leicester and the West Country and showrooms in London and New York. For more information, please visit www.soane.com or join our social media platforms Pinterest and Instagram.

Careers Page:

With an enviable track record of successful client development, you possess the skills and experience to grow a sales territory and exceed targets. Interpersonal skills come easily, and you know how to allot your time and energy to deliver the maximum return on your efforts. Joining an established London team, you will work closely with an exclusive client base in the interior design trade and strategically offer solutions to meet their product needs.

Purpose of the Position:

As Client Development Associate II (CDAII), you will increase revenue through relationship marketing and effective account management. You will be responsible for meeting annual sales budgets, effectively building and maintaining executive level relationships with new and existing clients and building awareness and loyalty through the Soane sales experience. You will participate in strategic planning and be accountable for successful implementation.

You are responsive, approachable and skilled at developing and maintaining relationships with clients using your well-practiced Trusted Advisor skills, whilst identifying and pursuing growth opportunities. Partnering with the Head of Sales – UK & Export, you will collaborate and execute agreed sales strategies.

To excel in this role, you should draw on your strong relationship building skills, excellent communication and sales abilities, and proven track record in achieving sales targets, as well as your established industry relationships, strong business acumen and desire for business growth.

Duties and Responsibilities:

- Generate annual revenue from Furniture and Lighting in your sales territory to meet and exceed agreed sales targets
- Generate sampling and proforma activity for Fabrics & Wallpaper to reach agreed sales targets
- Collaborate with the Head of Sales – UK & Export to execute agreed sales strategies to increase the value of your territory
- Proactively organise meetings with strategically identified accounts in adherence with your weekly meeting target
- Drive overall results by sales pipeline management
- Develop a deep understanding of your accounts and their needs: purposefully discussing product solutions
- Track and manage account activity in the CRM to demonstrate execution of agreed strategy
- Research, monitor and analyse client, competitor and market trends on your territory and provide feedback to be considered in future business decisions
- Attend industry events and host showroom events, when appropriate and as requested.

Qualifications for the Position:

- 3 years+ experience and existing relationships within the luxury interiors market is essential
- 3 years + experience in business development and account management
- Excellent presentation and communication skills alongside impeccable time management. Fluency in spoken and written English
- Results-driven with a track record of meeting and exceeding sales targets
- Keen interest in the interiors industry with a strong sense of design
- Ability to work well within a team and under own initiative
- IT skills, including strong Microsoft Office knowledge

For details of Soane's benefits, including long term service benefits, please refer to the current Benefits Sheet.

Date: 8th January 2024

Written By: SH

Soane Britain is an equal opportunity business taking into account the diversity within our team, customers and suppliers. We believe that everyone should be treated equally, regardless of their religion, beliefs, age, gender, race, disability or sexual orientation. Soane promotes a positive safety culture which is characterised by communication, mutual collaboration and active participation to create a safe and healthy working environment.

LONDON NEW YORK SAN FRANCISCO ATLANTA

www.SOANE.COM