



*de Gournay*

*London Showroom  
112 Old Church Street  
London, W3 6EP  
Tel: +44 20 7352 9988*

## **Project Manager Job Description**

We are seeking a competent, enthusiastic and personable Project Manager to join our flagship store in Chelsea, London. You will join our sales team that's responsible for our well-established UK market base, including industry professionals and the retail market.

De Gournay is a British and family run business specialising in luxury hand painted wallcoverings. The style of our brand spans faithful replicas of 19th Century Chinoiserie designs, to incredibly modern and cutting-edge wallpapers, using bespoke techniques.

We aim to deliver excellence at every stage of the process. If you are passionate about interiors, art and delivering the most exquisite client experience possible, we would love to hear from you.

## **Objectives**

- To be a key contributor to the impeccable running of our London Showroom.
- Aim to significantly increase sales in the UK, handling trade and retail projects.
- Proactively seek out and develop new business. This will involve researching new clients, connecting with them and presenting our products to them.
- Handle incoming business and look after a substantial portion of our top UK trade accounts. This will involve maintaining strong relationships with designers and keeping them up to date on our new products.
- Arrange sales trips around the UK to ensure clients outside of London are kept up to date on latest products.
- To become instrumental in growing and developing our UK business, taking on more and more responsibility as you grow in confidence and experience with us.

## **Main responsibilities and duties**

- Maintain and nurture relationships with trade and retail clients.
- Ensure client satisfaction through excellent customer service and regular communication.
- Establishing a diary of regular client meetings
- Assisting new clients in person and over the phone/email
- Identify and target new interior designers and architects in the UK.
- Showcase our luxurious hand painted products to new and existing clients and deliver tailored presentations that highlight the unique features of our products.
- Stay abreast of industry trends, competitor activities, and market demands.
- Provide insights and feedback to the leadership team to drive product development and marketing strategies.

## **Qualifications**

- Sales experience within the industry is preferred in the luxury brands, interior design or architectural industry (B2B and B2C)
- Strong networking and relationship-building skills.
- Excellent presentation and communication skills alongside impeccable time management.

## **Remuneration**

Base salary depending on experience, commission payable on every sale made.



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### **How to Apply**

If you are passionate about luxury interior design, possess a proven track record in sales, and are ready to take on a challenging and rewarding role, please submit your resume and a cover letter detailing your relevant experience to [dominika@degournay.com](mailto:dominika@degournay.com) and [nadia@degournay.com](mailto:nadia@degournay.com)