

Christopher Farr Cloth: Outside Sales Manager

Company Overview

Christopher Farr, established in the 1980s by Christopher Farr and Matthew Bourne, blends heritage textile craftsmanship with contemporary design vision. Collaborating with international artists, architects, fashion designers, and visionaries.

Our textile division, Christopher Farr Cloth, founded in 2000 by Michal Silver, is underpinned by a commitment to the finest materials, traditional craftsmanship, and collaborations with contemporary artists and archival collections like Anni Albers and Raoul Dufy.

Our collection includes fabrics, wallcoverings, passementeries, and accessories, showcasing a passion for time-honoured textile production processes and an intellectual yet playful approach to design and experimentation.

Role overview: Outside Sales Manager

We are looking for an experienced outside salesperson based in London to join our team, focusing on growing and developing our presence in the UK market. You will work closely with the design and marketing teams on various tasks and projects, including collection launches, communications, and regional events. Your primary goal will be to enhance brand awareness, drive leads, and increase sales of Christopher Farr Cloth's luxury textiles.

Key Responsibilities & Accountability

- Always serve as an ambassador for the Christopher Farr brand.
- Expand, maintain, and leverage our network to meet potential clients.
- Research and establish relationships with new clients, actively developing sales leads.
- Manage incoming inquiries, providing excellent customer service and follow-up.
- Develop and implement sales strategies, preparing reports for discussion with the sales team and management.
- Support and host sales activities such as showroom events and industry functions.
- Attend monthly sales meetings to review appointments key performance indicators and monthly sales targets.
- Collaborate closely with the showroom salesperson, sharing information and coordinating efforts.

Core Competencies

- Proven experience in the luxury interior design market.
- Outstanding written and verbal communication skills.
- Creative thinker inspired by trend analysis.
- Team player who is willing to take the initiative.
- Strong commitment to customer service, both internal and external.

- Detail-oriented with excellent organizational skills.
- Ability to multitask with a results-oriented mindset.
- Enthusiasm for a fast-paced, dynamic environment.
- Proficiency in Microsoft Office Suite applications, with excellent Word, Excel, and PowerPoint skills.

Application

Please submit your CV and cover letter to Michal Silver at cloth@christopherfarcloth.com. We aim to respond to all applications within 48 hours.

Full time (9:00-6:00) Kings Road London.

Salary competitive