JOB ROLE PROFILE

Business Development Manager - North of England

Developing relationships. Creating opportunities. Driving growth

Reports to: Head of Sales
Location: Remote / Field Based
Territory: North of England, including key areas such as Cheshire, Yorkshire, and Greater Manchester. Candidates based within the territory, ideally in one of these regions, are preferred

Essential Requirements

- Full UK driving licence.
- Willingness and ability to travel extensively across the North of England.
- Own vehicle preferred (a company car allowance is provided).
- Eligibility to work in the UK.
- Experience within luxury interiors, textiles, design-led products, or a comparable premium sector.

Role Overview

The Business Development Manager will play a key role in growing **Chase Erwin and thesign** across the North of England, developing both existing and new business opportunities while strengthening our presence within the luxury interiors market.

At the heart of the role is relationship building: developing meaningful connections with interior designers and specifiers through regular client visits and presentations, while identifying opportunities across both residential and hospitality projects.

Combining commercial drive with a genuine appreciation for high-end design, the Business Development Manager will represent **Chase Erwin and thesign** with confidence and credibility, developing opportunities from initial introduction and product presentation through to specification, quotation, and order

Business Development & Client Relationships

- Proactively identify and develop both existing and new business opportunities across the luxury residential and hospitality interiors markets.
- Build and nurture strong, long-term relationships with interior designers, specifiers and other key industry contacts.
- Grow the presence and visibility of **Chase Erwin and thesign** throughout the territory, introducing the collections to new clients while developing opportunities with existing accounts.
- Present our collections with confidence, providing knowledgeable and considered advice to support client specifications and project requirements.
- Maintain an active presence within the design community, attending relevant networking events, exhibitions and trade shows

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Sales & Commercial Performance

- Take ownership of quarterly sales targets, supported by a clear, active and growing project pipeline.
- Manage the sales journey from prospecting and initial engagement through to specification, proposal, negotiation and securing the order.
- Prepare and deliver compelling presentations, proposals and tender documentation tailored to client and project requirements.
- Maintain accurate CRM records, pipeline information and sales forecasts.
- Monitor market trends, competitor activity and emerging client needs, sharing relevant commercial insight with senior management.
- Work collaboratively with the wider Sales and Customer Experience teams to ensure a seamless client journey from opportunity through to order and delivery.
- Contribute to wider team targets and KPIs while ensuring brand values and exceptional client service remain at the forefront.

Reporting & Communication

- Provide line manager with a clear monthly sale and pipeline report.
- Attend a weekly team catch up and monthly sales meeting review with the line manager
- Share market intelligence, client feedback, and emerging opportunities

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Experience & Specialist Knowledge

- Demonstrable success in business development, field sales or account management within high-end interiors, textiles, luxury goods or a related premium sector.

- A strong understanding of relationship-led sales and the ability to develop opportunities over both short and longer sales cycles.
- A proven record of achieving revenue targets and developing a healthy sales pipeline.
- The confidence and credibility to engage with interior designers, specifiers, procurement professionals, senior stakeholders and other creative and commercial decisionmakers.
- Strong presentation and communication skills, with the ability to bring products and collections to life.
- Excellent organisation, attention to detail and time management.
- Confidence using CRM systems, Microsoft Office and digital communication platforms.
- A genuine interest in interiors, textiles and design, with enthusiasm for continually developing product and market knowledge.
- Willingness to travel throughout the territory and attend relevant industry events

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Personal Qualities
We are looking for someone who is:
Relationship-led / **Commercially driven** / **Proactive / Confident and well-connected** / **Resilient & goal-oriented** / **Collaborative**