

ARTE is a well-established design-led business of over 30 years, and a highly regarded leader in its field of expertise namely high-quality, luxury, textured wallcoverings for both residential and contract use. Its creativity is renowned worldwide, and its highly innovative designs, using state-of-the-art technology, are favoured by leading designers, architects, specialised retailers and discerning consumers around the world.

## AREA SALES MANAGER LONDON



### THE ROLE

- You will be part of an established sales team and will help to promote the brand name in the UK
- You are responsible for developing and managing existing accounts within your designated area
- You are also responsible for seeking new business opportunities within the assigned territory
- You are able to generate sales and provide the necessary support to help your clients grow their business with the company
- You shall need excellent presentation skills and the ability to successfully manage client relationships
- You shall need good organisational skills and be willing to respond to each client's needs in a timely fashion
- You will be reporting to the UK Sales Manager

### THE PERSON

- You are a dynamic individual with an entrepreneurial spirit always seeking new opportunities to grow and develop the business within your territory
- You are naturally inquisitive and are able to ask the right questions at the right time with the ability to listen carefully to a client's needs
- You have gained some good experience, preferably, working within the interior furnishings industry or related field e.g. luxury consumer goods
- You have a passion for design and selling at the luxury end of the market
- You have excellent presentation skills and are able to communicate effectively at all levels
- You are particularly good at building good, long lasting client relationships
- You are team player, willing to provide timely feedback to help the company develop its presence in the UK
- You also work well independently and thrive under pressure with the ability to manage the assigned territory effectively, particularly during the launch of new collections
- You will be based in or nearby South West, West or North London and able to cover the wider area of Hertfordshire, Bedfordshire, Northamptonshire, Cambridgeshire, Norfolk and Suffolk.
- The successful candidate will receive full product training and support, as well as a competitive salary including good incentives based on performance and sales targets together with a company car / car allowance, private healthcare and 25 days annual leave.
- Full clean UK driving licence is a must for this role

ARTE, a leading international company, offers you an exciting opportunity to help increase its presence in the UK.

The company enjoys worldwide recognition as a market leader in its field and it is a financially sound company.

Please send your application in writing explaining why you would like to apply for this role including your full CV, current salary details and benefits, by e-mail to: [Siobhan.Kannenberg@arte-international.com](mailto:Siobhan.Kannenberg@arte-international.com)

**For more information check our website: [www.arte-international.com](http://www.arte-international.com)**

# ARTE®

wallcoverings for the ultimate in refinement

