



London (residential) sales representative

Dedar Milano is a luxury fabric company with an international reputation for the best in design and quality.

As an ambitious company we are always seeking to grow and improve. We have a showroom and customer service office in DCCH in Chelsea, with sales representatives visiting the very best interior designers and retailers through out the UK and Ireland.

Dedar London now have a position for an experienced salesperson in London. As a luxury brand our primary sales sector is residential, and this role will be expected to grow and support this sector, for both large, and up and coming new design firms. We value our collaborative relationship with a number of key designers in the market and are constantly looking for exciting new ways to support them.

We are looking for someone with enthusiasm and drive to understand and work collaboratively within this luxury residential design market. They will be supported by an enviable showroom, samples dept and customer service team, with regular new product launches and innovative new products.

London Residential Sales representative

The Role

London is our most important UK market, and as such we wish to focus on the very best interior designers and studios. The primary objective of this role is to continue to develop the collaborative relationship we have with a small number of key clients. This in depth relationship will be developed over a wide number of touch points, and therefore this role requires a creative and flexible approach to selling.

Requirements

At least 5 years sales experience (within the sector, preferably in textiles) plus a passion and deep understanding of the interior design market are central to this role. Clear confident communication skills, as well as research and analysis of the market will be important. A deep knowledge and interest in textiles and wallcoverings is a must, with a genuine passion for the creative industry we operate in.

This is an opportunity for someone to be part of a dynamic luxury company, with great team spirit, where they can share in our success.

This role requires extremely good personal presentation, with excellent oral communications (English). You will need to be highly organised and focused on business objectives.



We will provide:

Product training, sales training, and a supportive and structured approach.

20 days rising to 25 days holiday

Salary will depend upon experience, £35K to £45K plus significant commission.

Company car and all related expenses.

Please send your CV to:

FAO Gemma Allman

Dedar Milano

306 Harbour Yard

Chelsea Harbour

London SW10 OXE

Or by email to g.allman@dedar.com