

ALMA

Head Office 12-14 Greatorex Street London E1 5NF **Tel** 020 7377 0762 **Fax** 020 7375 2471

We are currently recruiting for an energetic, results & strategy driven sales consultant, who is well connected in the interiors industry and has confidence in building business relationships. Having a background in leather sales is preferable, however we will consider those with a textile background. We are looking for immediate start, a great personality with a proactive approach to sales and enhancing brand awareness in the market.

Job Title: Trade Sales Consultant

Location: Field based role with office based at E1 5NF, flexi hours and wfh available

Reports To: Sales Director

Main function of role: To build and manage new and existing client relationships with key London A&D accounts, selling Alma Leather and upselling through understanding the unique manufacturing capabilities of Alma Studio.

Key Responsibilities:

- To create profitable business opportunities for the company through generating, managing and closing sales enquiries for Alma Leather & Alma Studio
- To regularly communicate and maintain relationships with prospect, dormant and key clients via phone, email and client visits. Formulate a sales strategy to approach and nurture Tier 1 (top 50) accounts, tier 2 and 3 clients quarterly.
- Identify new potential clients, strategically approach, develop and convert into new accounts, all information logged in company CRM system
- To actively promote and carry out weekly client meetings
- To attend networking events and exhibitions when required
- Accurately maintain client information, proposals, sales pipeline and outcomes in line with company KPI's and expectations and come prepared to fortnightly team sales meetings to report on your pipeline and opportunities.
- Sales targets met or exceeded monthly, these are forecasted at the beginning of the financial year and reviewed quarterly to ensure company is on track to achieve target

Knowledge / Previous Experience:

- 4+ years' experience in trade sales and the Interior Design industry within London

Package

Competitive salary, annual bonus scheme based on company profits being met, company laptop & cell phone, all travel expenses for client meetings expensed. Pension scheme, 20 days annual leave + 8 bank holidays.

Please send your CV to recruitment@alma1938.com only suitable candidates will be contacted for interviews.