

Showroom and Field Sales Executive

Salary Range: £29,000 to £35,000 per annum dependant on experience, plus bonus/commission scheme

Hours: 9am to 6pm Monday to Friday

Location: Based in the Belgravia London Flagship Store with occasional territorial travel

Regional sales responsibility: Belgravia Store Trade Area (London SW1/SW3/SW7) and South West of England territory including, but not limited to; South Wales, Somerset, Devon, Dorset, Cornwall, Wiltshire, Gloucestershire, Herefordshire, Worcestershire and Shropshire.

About us:

We are a luxury global interiors brand, our fabrics are synonymous with true luxury, elegance and superb quality. Our passion and creativity combine to incorporate cutting edge design with the unparalleled skills of master craftsmen from all over the world.

We are now looking for an experienced Showroom and Field Sales Executive to join our sales team.

Summary of Main Duties and Responsibilities:

You will have a passion for design, an ability to engage with clients and the skills and knowledge to give our customers the advice and service compatible with the quality, high end luxury that epitomises the de Le Cuona brand.

Reporting to the Business Development Director, with a key focus on design trade sales, you will demonstrate a can-do, common-sense attitude, a practical mind set and a great commitment to teamwork.

Key Responsibilities:

- Grow sales by assisting Trade and Retail clients visiting the showroom with fabric selection, samples and accessories.
- Account management of territory Trade accounts.
- Deliver excellent customer service throughout.
- Develop relationships with existing clients and engage new HNW clients. Assist ID&A in sourcing fabrics and accessories.
- Utilise and maintain our in-house CRM portal system.
- Report activity, sales and showroom lead generation, customer's fabric and accessories preferences and market trends.
- Contribute to and engage in local marketing initiatives, events and exhibitions.
- Support the Showrooms, other Field Sales, Client Liaison, Bespoke and Marketing teams.
- Ensure showroom operations run to de Le Cuona's high standards.
- Assist Showrooms Manager in tasks as directed; such as stock takes, processing payments, courier bookings, petty cash update, End of day report - daily account of tasks complete, stock and stock take, stock requests, transfers, header loans and processing returns.
- Identifying and meeting target customers through database management- targeting and scheduling visits/meetings in order to develop and manage existing accounts within a designated area.
- Responsible for seeking new business opportunities within the designated territory.

Requirements:

- Experience working within the interior furnishings, preferably textiles or related field e.g. luxury consumer goods
- Exceptional presentation skills and communication at all levels
- Working with professionals, with an ability to ask right questions at the right time with the ability to listen carefully to a client's needs
- Sales data analysis. Results and target driven, financially motivated
- Highly organised and team player
- Ability to work independently and thrive under pressure with the ability to manage the assigned territory and showroom responsibilities effectively, particularly during the launch of new collections
- Very high standards of personal presentation
- Advanced skills in MSOffice including excel
- Full clean UK Driving licence essential.
- Own car preferred.

The normal working hours are 9:00am – 6pm. The Belgravia Flagship Store is open on Saturdays therefore some weekend work is required.

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