E I C H H O L T Z

Eichholtz London Flagship Showroom Manager

Powerhouse, Lots Rd, Chelsea

Founded in the Netherlands in 1992, **Eichholtz is one of the world's leading luxury interiors brands**, renowned for its distinctive collections, international design collaborations and commitment to craftsmanship. With headquarters in the Netherlands and the US, Eichholtz works with retail and trade partners in more than 100 countries.

At the end of 2026, we will open our new **London flagship showroom on Lots Road, Chelsea**, at the heart of one of London's leading interior design districts. The showroom will be a dedicated destination for interior designers, architects, specifiers and trade partners to discover the world of Eichholtz.

We are looking for an exceptional **Showroom Manager** with 2-3 years' experience in a luxury trade showroom environment, ideally within high-end furniture, interiors or home furnishings, and with experience working with interior designers and architects.

This is a varied, hands-on role combining showroom management, customer experience, commercial development and sales support. The successful candidate will take ownership of the day-to-day running of our London flagship while working closely with the UK sales team to develop opportunities and deliver an exceptional service to our trade clients.

Key responsibilities

Showroom Management & Customer Experience

- Take responsibility for the day-to-day running and presentation of the Chelsea showroom, ensuring the highest standards are maintained at all times.
- Create a warm, professional and highly personalised experience for interior designers, architects, specifiers and trade clients.
- Develop an excellent knowledge of the Eichholtz collection and confidently advise clients on products, finishes and materials, identifying opportunities to support projects and generate sales.
- Manage showroom enquiries, appointments and new account requests, coordinating with the sales support team, logistics and product teams where required.
- Manage external showroom suppliers, including florists, cleaners and other service providers.

Sales & Account Management

- Take ownership of showroom-generated enquiries and opportunities, following them through from initial enquiry to quotation and order.
- Develop relationships with interior designers, architects and the wider local design community.
- Follow up showroom visits, enquiries, quotations and projects to drive conversion and sales.
- Manage showroom-generated and allocated trade opportunities, developing relationships and identifying opportunities for growth.
- Identify opportunities for new business and introduce relevant clients and projects to the appropriate Account Manager where required.
- Work closely with UK Account Managers, providing sales and administrative support.
- Maintain accurate customer and project information within the CRM system.
- Assist customers with product availability & product information.
- Manage sample stock and respond to sample enquiries.

Visual Merchandising

- Work closely with the Styling and Visual Merchandising teams in the Netherlands to maximise showroom space and
  ensure displays reflect the Eichholtz brand.
- Coordinate showroom refits and new collection installations approximately two times per year.
- Maintain product displays, samples and presentation materials to the highest standard.

Events & Community

- Plan and deliver showroom events, launches and client activities, managing external suppliers and agreed budgets.
- Develop relationships within the local design community and help establish the Chelsea showroom as a key destination for UK trade clients.

Knowledge & Experience

The successful candidate will have:

- 3–5 years' showroom management experience, preferably within luxury interiors, furniture or home furnishings.
- Experience working with interior designers, architects and specifiers.
- Strong knowledge of interior design, visual merchandising and the luxury furniture market.
- A commercial approach, with the ability to develop relationships and convert opportunities into sales.
- Experience using CRM systems, with strong IT and administrative skills.
- Excellent written and spoken English.
- The confidence to work independently whilst collaborating effectively with UK and international colleagues.

We are looking for someone who is:

- Highly organised, detail-oriented and accustomed to working to high standards.
- Commercially minded and results-driven.
- Warm, confident and professional with a passion for interiors and exceptional customer service.
- Proactive, decisive and comfortable taking ownership.
- A strong team player who is equally comfortable working independently.
- Calm, organised and solution-focused in a busy showroom environment.

Working Environment

- This is a showroom-based role in Chelsea, London, Monday to Friday**.**
- Flexibility will be required around client requirements, showroom events, collection launches and refits, which may involve evening or weekend working.
- Reporting to the Regional Sales Manager and working collaboratively in a team of UK colleagues and our Dutch colleagues based in the global HQ close to Amsterdam.

If you would like to apply for this position, please send your CV and details of your salary expectations, notice period and right to work information to sbarker@eichholtz.com