

French high-end furniture and home accessories company opening a show room in London is looking for an **experienced Sales & Design Consultant**. The ideal candidate will be an enthusiastic and ambitious sales professional who will possess a design-related degree and have previous experience in the luxury retail sector.

ROLE:

- Developing design proposals for retail clients, architects and designers, including space planning, furniture and lighting selections, designing bespoke rugs, modular storage and media systems, selecting fabrics, finishes and accessories
- Meeting monthly and annual sales targets
- Producing quotations and design presentations including floor plans, technical drawings, 3D renders and image galleries
- Sales negotiations, site visits, surveys, project management, snagging and after sales service
- Liaising with suppliers, administration and logistics teams
- Developing and fostering relationships with new and existing retail and trade clientele
- Identifying sales leads, continuously updating and maintaining an accurate CRM database and sales pipeline of project opportunities and customer details
- Building brand loyalty through outstanding customer service
- Participating in the selection of new products
- Ensuring the presentation of the showroom is immaculate, helping with visual merchandising when required
- Assisting in the planning and execution of showroom refits, sale periods, new product launches, exhibitions and designer collaborations
- Maintaining the in-house catalogue and sample library
- Developing in depth product and industry knowledge through supplier training, attending industry trade shows, events and exhibitions, reading trade press

PROFILE:

- Excellent written and spoken English is essential, fluency in French preferable, knowledge of Italian or Russian is a plus
- Previous experience working in the luxury retail sector in furniture, lighting and/or interior design is essential
- Bachelor's degree in product design, interior design, architecture or equivalent
- Passionate about furniture, interior design and/or architecture and have an interest in materials and manufacturing processes
- Ability to develop enduring client relationships and have strong sales and negotiation skills
- Existing client portfolio and experience of working with interior designers, architects and building contractors is a plus
- Highly motivated, enthusiastic, creative, detail oriented, sales driven and team oriented
- Excellent presentation and interpersonal and communication skills
- Knowledge of Microsoft office, AutoCAD essential and Sketch-up preferable
- Willingness to work week-ends and Bank Holidays

SALARY:

Up to £28k basic (negotiable according to experience) + uncapped team based commission