

Our client is a leading specialist in wine preservation and storage solutions, they are looking for a commercially minded and customer-focused **Showroom Sales Executive**, ideally French speaking, to join their London team. Based in the London showroom, you will be a brand ambassador, managing customer relationships, developing sales and supporting customers with wine storage and bespoke wine cellar projects. The role offers opportunities to develop the customer portfolio and expand into **professional and on-trade customers**.

ROLE of the Showroom Sales Executive:

- Managing the day-to-day activity and presentation of the London showroom;
- Welcoming customers, understanding their requirements and providing personalised advice;
- Developing sales of wine cellars, wine storage solutions and related products;
- Managing sales opportunities from initial enquiry through to completion;
- Supporting customers with bespoke and fitted wine cellar projects;
- Managing customer enquiries across showroom, phone and online channels;
- Following up prospects, including abandoned-cart opportunities, to maximise sales;
- Updating and managing opportunities through Salesforce CRM;
- Monitoring orders through to delivery and keeping customers informed;
- Managing stock levels and packing and shipping online accessory orders;
- Supporting showroom events and contributing to the overall customer experience;
- Anticipating issues and coordinating their resolution with the relevant teams.

PROFILE:

- Having previous experience in **sales and customer service**, ideally within a premium/luxury, interior design, home improvement or showroom environment;
- Demonstrating a consultative and customer-focused approach to sales;
- Enjoying face-to-face customer interaction and building long-term relationships;
- Having good sales and negotiation skills and being comfortable managing multiple opportunities;
- French language or understanding French culture will be an asset
- Being organised, autonomous and commercially minded;
- Being confident using CRM and digital tools, ideally Salesforce;
- Having an interest in **wine, interior design or decoration** would be an advantage.

SALARY & BENEFITS:

- £30,000–£34,000 per year according to skills and experience + annual sales bonus for the UK
- Monday to Friday, 9:30 am to 6:00 pm
- health insurance; 50% of travel cost allowance