SALES EXECUTIVE

The Collection by Salvesen Graham is rapidly growing with multiple fabric & wallpaper offerings as well as furniture & accessories. Represented by three US showrooms and a strong trade customer base of high-end Interior Designers across the US & Europe. We are looking to expand our sales team and recruit a new talented individual who is target-driven, naturally organised and passionate about product, lifestyle, and interiors, bringing the brand to a new audience during this exciting period of growth.

The successful candidate will be working closely with other members of The Collection team, helping to grow our customer base, both nationally and internationally on the retail and trade side of the business. It is an exciting time for The Collection, with the recent launch of the debut book A New English Style: Timeless Interiors by Salvesen Graham introducing the brand to new audiences; it couldn't be a better time join our team!

The position will report to the Sales and Business Development Executive and the Founders but will also involve working closely with the Merchandiser.

Role and responsibilities will include:

- Monitoring and actioning retail sales enquiries via the website and direct emails
- Answering sales queries and invoicing trade clients in a timely fashion
- Generating new clients via proactive outreach methods and market research, especially within the UK and European markets
- On the road outbound sales visits • Nurturing and developing client relationships with regular contact and working with the Marketing team to craft automated comms
- Supporting analysis of sales data to identify buying behaviour and trends
- Supporting on reporting of the above and progress against target • Contributing to creating strategies that boost sales performance by identifying new territories & customer types and generating sales leads
- Work to ensure a streamlined customer journey and a high level of customer service
- Managing client orders, requesting MTO product sales orders and ensuring sales are kept up to date on business inventory and sales software
- Liaising with the warehouse on client orders

Skills:

- Minimum 2 years' experience in a similar role, ideally in interiors and lifestyle working directly with Interior Designers

- Proven track record of meeting sales targets and KPIs
- Keen interest in interiors and design
- Excellent customer service skills; in person, written and telephone manner
- Ambitious, results driven with high energy
- Efficient, motivated and a self-starter
- Commercially aware
- Meticulous attention to detail
- Enthusiastic with a positive can-do attitude
- Microsoft & Mac fluent including excel
- Full Driving licence a bonus

As a close and supportive team within a young and ambitious business, teamwork is key. We are looking for an individual who is flexible and hardworking, ready to adapt to the future growth of the company. Most importantly, we are looking for someone excited to make this role their own and grow The Collection, and to be a true asset to the company, where there is opportunity for progression and hard work is rewarded.

Position: Full-time, Monday - Friday Location: London, SW18

Salary: Competitive, based on experience

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