Balineum – Sales Manager

Job Posting Date: November 2026

About Balineum

At Balineum, we offer a carefully curated collection of bathroom and kitchen tiles and furnishings. Our products are made to order through a trusted network of craftspeople and suppliers in the UK and Europe. Our clients are largely interior designers and architects working on high-end residential projects - each project is bespoke.

We are a collaborative team of 10, based mainly at our dog-friendly studio in Hampstead NW3, with a warehouse in Tottenham.

Role Overview

We are looking for an experienced, hands-on salesperson to help us look after our clients and their projects. You will take ownership of enquiries and orders, turning detailed information into clear advice and helping designers move from initial ideas and samples to confident decisions, confirmed orders and project delivery.

This role combines consultative selling, problem-solving and detailed order management. Much of your week will be desk-based, alongside showroom appointments and client visits as required. Most orders are bespoke and detailed, often taking months from enquiry and sampling to completion.

Your main priority will be our existing clients and live projects. You will also build repeat business through thoughtful follow-up and reconnecting with past clients about relevant new projects. We provide training in our products, suppliers and systems; developing confidence across the range usually takes three to six months.

Required Skills & Experience

- A track record in high-end interior sales, 3 to 5 years in a similar role. Experience with architectural products, tiles, kitchens or bathrooms would be particularly relevant
- Experience with a complex product range, bespoke orders and projects with long time horizons
- Ability to synthesise complex information for clients and turn it into clear options and next steps
- Excellent written and spoken communication: concise, accurate and warm.
- Strong organisation skills and attention to detail, ability to manage numerous live projects at a time
- Comfortable with quotations, pricing, quantities, payments and detailed documentation
- Confident with computers, particularly CRM or order management systems and shared digital files. Brightpearl experience is useful, but we can teach you our system

Key Responsibilities

Sales Orders

- Guide clients through product choices, pricing and lead times, taking into account their design, budget and programme timeline and anticipating what they might need next
- Bring together emails, drawings and specifications, and summarise the key points accurately

- Create simple presentations to explain options clearly, using photos and annotated images as necessary
- Prepare accurate quotations and arrange samples
- Help clients resolve outstanding questions and move suitable projects through to an order
- Once confirmed, manage orders through Brightpearl (our order system), track progress and keep clients informed whilst setting realistic expectations
- Build long-term client relationships through thoughtful advice, great customer service and reliable project delivery
- Follow up on leads generated through quotes and samples

Sales Administration

- Maintain organised order documentation (drawings, images and specifications) on our Google Drive filing system
- Maintain an accurate trade database and contact records

Personal Qualities

- Outgoing, positive and solution-focused – all problems can be fixed!
- Confidence to build long-term relationships with interior designers and architects
- Exceptionally organised with excellent attention to detail
- Able to set clear and realistic expectations with clients
- Strong design sensibility when preparing presentations and discussing products with designers
- Genuine interest in interiors, architecture and craftsmanship; curiosity about how products are made and used.
- Knowledge of leading global interior designers, brands and products

Employment Details

- Full-time, permanent position
- Projected start date: January 2027
- Location: Hampstead, NW3, with regular client visits across London
- Salary: Competitive and commensurate with experience (expected from £40,000 plus performance-related bonus)
- Holiday: 33 days annual leave including public holidays, plus the office closure between Christmas and New Year
- This role reports to the Head of Sales

To Apply

Please email your CV and cover letter to recruitment@balineum.co.uk by **Sunday 29th November 2026.**