

ATELIER 001

Senior Sales Executive – Lighting Gallery

About Atelier001:

Atelier001 is a fast-growing British design house producing luxury lighting and interior objects. Defined by exceptional artisanship, innovation, and timeless elegance, our pieces are meticulously made in London by skilled artisans using the finest materials. With a global following of collectors, designers, and architects, we're entering an exciting phase of international growth – and looking for passionate individuals to join us in shaping the future of decorative lighting.

Role Overview:

We are seeking a confident, commercially driven, and client-focused Sales Executive to oversee the daily operations of our lighting gallery. This role is ideally suited to someone with experience in design-led retail or showroom environments, particularly those working closely with interior designers and architects, and who is passionate about delivering an exceptional client experience.

Reporting directly to the Sales Manager and Director, you will work collaboratively with our operations and creative teams to ensure a seamless and inspiring customer journey.

Key Responsibilities:

- Open and close the gallery, ensuring it is consistently presentable, welcoming, and reflective of the brand
- Greet and assist clients, offering in-depth product knowledge, design guidance, and technical lighting advice
- Arrange and attend sales meetings with clients, including regular travel across London
- Build, maintain, and develop strong relationships with private clients, interior designers, architects, and trade professionals
- Confidently manage and close high-value and bespoke sales
- Prepare, present, and follow up on quotes, sales orders, and client communications
- Process sales transactions and ensure accurate documentation and recordkeeping

ATELIER 001

- Maintain and refresh gallery displays, supporting visual merchandising initiatives
- Coordinate sample requests and manage product loans for design projects
- Proactively follow up on sales leads, convert enquiries into opportunities, and upsell or cross-sell across collections
- Collaborate closely with operations and production teams to ensure smooth order fulfilment, realistic lead times, and high client satisfaction
- Support events, launches, and marketing initiatives as required
- Represent the Atelier001 brand externally at client meetings, events, and industry gatherings
- Maintain detailed records of client interactions and sales activity using CRM tools
- Track sales performance, manage pipeline activity, and contribute to sales forecasting and reporting

Requirements:

- 5+ years' experience in a sales or client-facing role, ideally within luxury interiors, lighting, or design-led retail
- Proven experience selling high-value or bespoke products
- Confidence in closing complex, high-value sales
- Strong understanding of the luxury lighting and interiors market, with awareness of competitors and industry trends
- Comfortable discussing technical lighting details with designers and architects
- Commercially driven with the ability to identify opportunities to upsell and cross-sell
- Strong communication and relationship-building skills
- Highly organised, detail-oriented, and capable of managing multiple projects simultaneously
- Self-motivated, proactive, and comfortable working independently and as part of a collaborative team
- Proficient in Microsoft Office; experience with CRM tools (e.g. Pipedrive)
- A genuine passion for lighting, interiors, and design excellence

What We Offer:

- Opportunity to work with a fast-growing, design-led brand
- Direct exposure to the interior design and architectural industries
- Creative and supportive team culture
- Competitive salary and performance-based incentives
- Career development opportunities as the brand grows internationally

ATELIER 001

To Apply:

Please send your CV and a brief cover letter outlining your experience and interest in the role to hr@atelier001.com