

Sales Development Executive

Location: Michael Anastassiades office, 115 Old Street London, on the road

Job Type: Full-time

Reporting to: Head of Sales

Role Overview

We're looking for a dynamic and motivated Sales Development Executive to join our team. In this role, you will be instrumental in ensuring long-term sales revenue growth and expanding our market-share of the luxury sector by cultivating strategic relationships and closing sales.

Working within a small, close-knit team, you will work closely with Head of Sales implementing sales strategy, with plenty of opportunities to contribute to our broader business development and mostly with focus on Contract Sales. If you are a self-starter thriving in a fast-paced, client-facing role and enjoy building working relationships, this could be the perfect opportunity for you.

Key Responsibilities

New Business Development: Proactively engage with key decision-makers in the target sales sector, such as architects, interior designers, retail and contract dealers, specifiers, high net worth clients and developers to introduce them to our full collection, including custom-made work increasing the number of sales partners and sales to them as well as building strategy to meet required sales targets.

Market Insight & Research: Stay ahead of trends by conducting market research and identifying key decision makers and new opportunities to grow the business; communicate insights and opportunities throughout the company.

Brand Ambassador: Act as a brand ambassador, represent brand at key business meetings, tradeshows and other related events and conferences.

Relationship Management: Nurture key client relationships, transforming them into brand ambassadors by offering regular product training and support.

Client Visits & Hosting: Arrange and host visits to our MA Studio for key clients, offering an exceptional brand experience.

Guided Project Assistance: Support clients at every stage of the project to ensure their vision is brought to life—on time and within budget—while guiding them through the design selection process.

Reporting: Regular concise reporting to Head of Sales to present your pipeline, new projects and progress on existing projects as well as ensuring all information and contacts are logged within CRM system

What You'll Bring

Experience & Skills: At least 3 years of experience in sales roles with a solid understanding of the contract sales process is essential; well-established contacts and relationships within A&D community highly desirable.

Fluency in English (spoken and written) and proficiency with MS Excel and other MS applications are essential. Experience with CRM and project management software is highly desirable.

Key Qualities:

- Swift Problem Solving: Address and resolve client concerns quickly and efficiently, with a proactive, solutions-focused approach.
- A natural communicator with excellent negotiation skills
- Trustworthy, respectful, and able to build rapport easily
- Organized and able to prioritize effectively in a dynamic environment
- A team player who thrives in a supportive, small-team setting
- Resilient, resourceful, and entrepreneurial, with a "can-do" attitude
- Passionate about delivering an exceptional client experience

Why Join Us?

By joining our team, you'll have the chance to work on exciting, high-end projects in a creative and collaborative environment. We value flexibility, a positive attitude, and the willingness to learn and grow. If you're looking to work with a timeless design collection, a very inspiring and prolific designer in a role where you can make a real impact and contribute to the success of a luxury brand poised for a rapid growth, we'd love to hear from you.

Apply now by submitting your CV and cover letter to jobs@michaelanastassiades.com