

Senior Sales Manager

BASED AT	Porter Bathroom Showroom, Queenstown Road, London
PART OF	Showroom Team
REPORTS TO	Sales Director
LEADS	Sales Assistant, Junior Sales Assistant
SALARY	£48,000 – £55,000 base + commission
OTE	£65,000 – £70,000

We're looking for an exceptional Senior Sales Manager to lead our Queenstown Road showroom. This is the senior leadership role on the floor — the person who sets the standard, drives the business, and embodies everything the Porter brand stands for. You'll have full ownership of the showroom's commercial performance and team culture, reporting directly to the Sales Director.

THE ROLE

You'll be the driving force behind the showroom, leading a small, close-knit team and taking responsibility for every aspect of the client experience and sales performance. As the most senior presence on the floor day to day, your judgement, taste, and people skills will shape the way Porter is seen and experienced by every client who walks through the door.

DAY TO DAY

- Leading, mentoring, and developing the showroom team, including the Sales Assistant and Junior Sales Assistant
- Taking ownership of the showroom's sales targets and overall commercial performance
- Heading up key client relationships across retail, trade, and project clients
- Overseeing the complete client journey from initial enquiry through to specification and aftercare
- Working closely with the Sales Director on strategy, reporting, and business development
- Maintaining the highest standards of presentation, product knowledge, and service across the floor
- Identifying and pursuing opportunities to grow trade accounts with designers, architects, and developers
- Representing Porter at client meetings, events, and within the wider design community

WHO YOU ARE

- A seasoned sales professional with significant experience in luxury interiors, bathrooms, or high-end design retail
- A natural leader who takes genuine pride in developing the people around them
- Commercially sharp with a strong understanding of how to grow and retain a client base
- Deeply attuned to the world of interiors and the Porter aesthetic specifically
- Confident, polished, and utterly at ease with discerning clients at every level
- Someone who takes ownership — of the space, the team, and the results

CONTACT

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