

# LUKE IRWIN

– LONDON –

May 2026

## Senior Sales Person – Role & Responsibilities Overview

The Senior Sales person will have the confidence to deal with a range of luxury goods Customers, including HNWIs and interior designers.

They will be expected to show leadership skills with the ability to set an example to the more junior members of the team.

The role is primarily to be the main driver of sales for the Company but also involves networking and attending events.

This position has an enormous amount of potential as it is starting a Senior Sales Person but could develop over time to Head of Sales.

### Senior Sales role overview and key responsibilities:

- Create and implement a coordinated strategy across all areas of business development, sales and events.
- Leverage existing structures and opportunities as well as source new opportunities.
- Identify/adjust structures according to customer types, territories and targets.
- Create a pipeline by conducting an outreach programme to current and potential customers in the UK and international markets.
- Explore the opportunity of working with third-party agents/showrooms abroad (e.g. USA, Middle East, etc) and implement where appropriate.
- Engage customers to convert into sales.
- Identify and create timely, cost-effective events which support all of the above.
- Seek out and attend industry events to represent the Luke Irwin brand and expand awareness.

### Skills required:

- A minimum of 3+ years sales experience within the interiors market.
- Must have the charisma and eloquence for building significant client relationships.
- Highly organised and efficient with an ability to jump from one thing to another.
- Ability to work independently and creatively develop new sales concepts.
- Excellent understanding of the interiors market and an address book that reflects that.
- Ability to work as part of a team and be able to inspire and encourage other colleagues.

**Contract type:** Permanent & full time

**Hours:** Monday – Friday 9.30am – 6pm

**Location:** 54 Pimlico Road, London SW1W 8LP

**Salary:** Competitive

**Minimum of two references required**

To apply, please send your CV to [katie@lukeirwin.com](mailto:katie@lukeirwin.com)