

Balineum Sales Manager

Job Posting Date: March 2026

About Us

At Balineum, we are passionate about beautiful bathrooms - so much so that we named ourselves after the Latin word for bathhouse. We offer a carefully curated collection of bathroom and kitchen finishes and furnishings, working with British and European suppliers known for exceptional quality.

Over the past decade, tiles have grown to represent more than 60% of Balineum's business and have become the hallmark of our brand. Our clients include leading interior designers and architects from around the world. We predominantly collaborate on high-end residential projects and are regularly featured in leading interior design publications.

We are a small, close-knit team working from a dog-friendly studio in Hampstead, NW3. Within the next two years we expect to move to a new showroom location, most likely in Pimlico or Notting Hill.

Role Overview

This is a new permanent role within our sales team. We are seeking a proactive, "all-in" salesperson with strong connections across the interiors industry who will drive new business through their network while also developing relationships with Balineum's existing clients.

The role combines sales and client service. You will manage complex sales orders from initial sampling through to completion, delivering a high level of customer care and maintaining meticulous attention to detail throughout the process.

A key aspect of the role is proactive outreach to interior designers and architects as part of our established sales strategy — introducing our product offering, building trusted relationships and converting them into new and repeat business.

Required Skills and Experience

- Proven sales experience within the high-end interiors sector - 3-5 years in similar role
- Strong industry network and demonstrable knowledge of the interior design industry
- Familiarity with the Balineum brand
- Passion for tiles and ceramics and their applications in interiors
- Ability to retain detailed product information
- Highly organised and proactive with strong problem-solving skills
- Comfortable managing the financial aspects of sales orders
- Experience using CRM software (BrightPearl experience is a bonus)

Key Responsibilities

Proactive Sales

- Proactively engage with designers, architects and industry contacts regarding upcoming projects
- Outreach to new and existing clients to introduce our product range
- Arrange and attend client meetings, including visits to interior design studios and hosting clients at our Hampstead studio
- Strategically follow up with clients after new product launches

- Assist in organising and hosting client visits to our Stoke-on-Trent factory

Sales Orders

- Liaise with interior designers on product options, quantities and pricing
- Prepare and issue quotations
- Manage orders through our BrightPearl order system
- Track order progress and keep clients informed
- Follow up on leads generated through quotes and samples

Sales Administration

- Maintain organised order documentation (drawings, images and specifications) on our OneDrive filing system
- Help maintain an accurate trade database and contact records
- Respond to incoming email and telephone enquiries

Personal Qualities

You will be motivated to generate new business, build strong client relationships and convert enquiries into orders, while enjoying being part of a collaborative team environment that values British and European craftsmanship, environmental sustainability and efficient supply chains.

- Outgoing, positive and solution-focused – all problems can be fixed!
- Confident building long-term relationships with interior designers and architects
- Exceptionally organised with excellent attention to detail
- Able to set clear and realistic expectations with clients regarding lead times and delivery
- Strong design sensibility when preparing presentations and discussing products with designers
- Genuine interest in interior design and architecture
- Knowledge of leading global interior designers, brands and products

Employment Details

- Full-time, permanent position
- Projected start date: Mid-May 2026
- Location: Hampstead, NW3, with regular client visits across London
- Salary: Competitive and commensurate with experience (expected from £40,000 + performance-related bonus)
- Holiday: 28 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 **Thursday 2 April 2026**.