

OSBORNE & LITTLE

NORTH ENGLAND AREA MANAGER

Osborne & Little, leading international designer of high quality furnishing fabrics and wallpapers has an opportunity for an Area Sales Manager covering North England.

As the North England Area Sales Manager you will have a passion for design, an ability to engage with clients and the skills and knowledge to give our customers the advice and service compatible with the quality, high end luxury brands.

The successful candidate will be responsible for revenue growth from fabric & wallpaper sales B2B in the Interiors industry.

Reporting to the Sales Director with a key focus on driving retail and design trade sales, you will demonstrate a “can do” attitude, a practical mind set and a great commitment to teamwork.

Key Responsibilities

- Identifying and meeting target customers through database management
- Targeting and scheduling visits/meetings in order to develop and manage existing accounts within a designated area
- Responsible for seeking new business opportunities within the designated territory
- Establishing and maintaining direct relationships with an existing database of design professionals
- Growing the database significantly - inputting information into our CRM system to track opportunities and sales
- Creating and maintaining a sales pipeline which is reported weekly to management
- Taking vital part in actioning the sales strategy for the UK trade market.
- Offering sampling products to design professionals
- Competitor and consumer insight monitoring and market research
- Delivering a comprehensive weekly report to the Directors
- Preparing and participating in UK sales meetings
- Monitoring and maintaining brand guidelines in all third-party showrooms
- Achieving monthly and annual targets

Requirements:

- Good experience of working within the interior furnishings, preferably textiles and wallpaper, or a related field
- Exceptional presentation and communication skills at all levels; an ability to ask the right questions at the right time and the ability to listen carefully to clients' needs
- Sales data analysis and consultative selling skills
- Results and target driven, financially motivated
- Highly organised
- A commitment to being a team player
- Ability to work independently and thrive under pressure with the ability to manage the assigned territory effectively, particularly during the launch of new collections
- Very high standards of personal presentation
- Advanced skills in MSOffice including excel
- Full UK Drivers Licence

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Salary: Competitive depending on experience

Car, laptop, mobile provided, business expenses, company pension, private healthcare.

Applications from independent sales agents with non-competing brands will also be considered

Place of Work: Regular travel in the according territories

The normal working hours are 9:00am – 6pm and you will be required to work late when necessary.

We will provide full product training.

If you are genuinely interested in the above position, please send your full CV and covering letter to: Antje Christiansen – Sales Support Manager Email: christiansena@osborneandlittle.com

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