

showroom director

london (full time, on-site)

reports to: danielle barr, ceo

woven place

16 bloomfield terrace

london, sw1w 8pg

t: 020.3985.2560

www.wovenplace.com

@woven.is

london | new york | los angeles

At Woven, we are more than just a luxury rug company—we are a team driven by passion, grounded in our values, and dedicated to innovation. Our commitment to our craft and our partners is unmatched, and we believe in empowering our team to excel. We take pride in our transparency, actively listen to those around us, and constantly evolve by sharing our knowledge and learning from others. As trailblazers in our industry, we draw inspiration from all corners of the globe and encourage our team to be curious, creative, and fearless in their pursuit of new ideas.

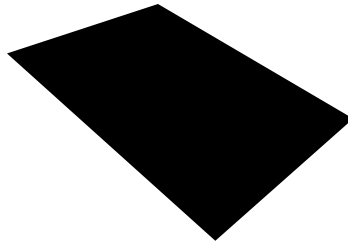
Joining Woven means you will have the opportunity to contribute to a brand that is redefining luxury in the rug industry, working with some of the most creative minds in the business. We are committed to your professional growth and success, offering a dynamic work environment where your ideas are encouraged and your contributions are valued.

Position Overview:

You will ensure the smooth running of our flagship showroom in the Pimlico Road design district and work closely with our operations team to ensure an exceptional experience for our clients.

Key Responsibilities:

- Identify, develop, and execute new business opportunities for Woven Place, including outreach initiatives and client acquisition strategies to drive showroom growth and support achievement of team sales targets.
- Build and maintain a healthy pipeline of prospective clients, while coaching and supporting the sales team in generating new business and expanding existing relationships.
- Meet and exceed sales goals by driving proactive sales efforts and providing exceptional customer service
- Manage day to day operations of our flagship showroom, including scheduling, showroom floor coverage and ensuring exceptional customer service
- Manage and motivate the sales team to ensure the highest levels of customer service and sales performance
- Train and coach the sales team to improve product knowledge and selling techniques
- Ensure the sales team has the necessary resources to perform properly, providing ongoing feedback to upper management
- Work closely with head of showroom operations to ensure sales process is working efficiently and effectively
- Work closely with the President on strategies for new business development, sales team incentives and overall revenue growth



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Qualifications:

- 5 years of experience in sales/sales management, preferably in luxury, bespoke design
- Proven track record of meeting and exceeding sales targets
- Strong leadership skills and ability to motivate and coach a team
- Strong interpersonal and communication skills with the ability to build and maintain relationships with clients, colleagues and stakeholders
- Heavy usage of Google applications and POS systems

About Woven Place:

We are passionate. We care deeply about the products we make and the people we make them with. We are always looking for ways to deepen the relationships we hold. We believe in doing everything we can to empower our team to do the best work they can.

We are grounded. We are a very forward-thinking company but, at the same time, incredibly grounded. We don't believe in taking shortcuts. We are dedicated to transparency around our process. We feel one of the greatest strengths you can have is to be an active listener. We are constantly learning from others and evolving as a company through that education. We want others to benefit from what we know so we are constantly sharing that knowledge.

We are trailblazers. We are constantly pushing ideas forward to stay as innovative as possible. We seek inspiration from all corners of the planet. We invest time, money and energy into experiments. And are always open to new ideas. We want all of our employees to be curious, creative and unafraid to try new things. We are grounded. We are trailblazers.

To Apply:

Please email your CV and a short introduction to caitlyn@woven.is