



TOM FAULKNER

Sales & Account Manager

Based in our London showroom - full-time

Tom Faulkner is an award-winning creative business which makes beautiful and distinctive furniture. We have workshops in Wiltshire and showrooms in London and New York.

We sell to private clients and leading interior designers and architects all over the world.

We are looking for someone to join our Sales Team who is dynamic and ambitious with excellent communication and networking skills, and relishes new challenges. They will be based in our London showroom.

This is an exciting opportunity for somebody who wants to get involved in a creative and established business and who enjoys getting out and about and building relationships. An appreciation for design and interiors, and some experience working within high-end interiors will be helpful.

Overview

You'll report to the CEO and be responsible for winning new business and looking after our existing clients. This is a full-time role and you will be based in our London showroom in Belgravia.

Principle duties will include:

- Building and maintaining strong relationships with potential and existing clients
- Working closely with customers, giving expert design advice, sending quotes and making the sales process as seamless and professional as possible
- Outreach - identifying new opportunities to grow sales and chase new leads.
- Generating new leads through calling, meetings, networking, showroom events and exhibitions.
- Working collaboratively and creatively with the sales team to reach monthly sales targets
- Warmly welcoming customers when they visit the showroom and giving them the best possible experience
- Communication of new product developments to prospective clients
- Representing the company at product launches, events and trade shows
- Share ideas, trends and competitor insights in team meetings

We are looking for someone:

- With at least 2 year's experience in sales preferably at the luxury end of the market
- With excellent communication and negotiation skills
- Somebody who is commercially minded and numerically strong
- Who enjoys working in a supportive team environment
- With lots of energy, a positive attitude and an enthusiasm for selling
- A creative eye

What we offer:

A dynamic, professional, and fun working environment

Regular team days and events

Private medical insurance

Company pension

Staff discount

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28 Pimlico Road, London SW1W 8LJ



TOM FAULKNER

Monday-Friday 9-5pm

Plus one Saturday a month, 10-5pm

Salary dependent on experience + commission

To apply, email your CV and a short covering letter to let us know more about who you are, to careers@tomfaulkner.co.uk

We are committed to creating a diverse working environment, and are proud to be an equal opportunity employer. We want career opportunities to be open to all, and will consider all qualified applicants regardless of race, religion, age or sexual orientation.