

SALVESEN GRAHAM

THE COLLECTION

Sales Manager

The Collection by Salvesen Graham is rapidly growing with multiple fabric & wallpaper offerings as well as furniture & accessories. Represented by three US showrooms and a strong trade customer base of high-end Interior Designers across the US & Europe. We are looking for a talented individual who is target driven, naturally organised and passionate about product, lifestyle, and interiors to become our new Sales Manager, bringing the brand to a new audience.

The successful candidate will be working closely with other members of The Collection team, helping to grow our customer base, both nationally and internationally on the retail and trade side of the business. It is an exciting time for The Collection, with the recent launch of the debut book *A New English Style: Timeless Interiors* by Salvesen Graham introducing the brand to new audiences; it couldn't be a better time to join our team!

The position will report to our Head of Marketing but will also involve working closely with the Product Manager & Sales & Marketing Assistant.

Role and responsibilities will include:

- Monitoring and actioning retail sales enquiries via the website and direct emails
- Answering sales queries and invoicing trade clients in a timely fashion
- Analysis of sales data to identify buying behaviour and trends
- Weekly reporting of the above and progress against target
- Creating strategies that boost sales performance by identifying new territories & customer types and generating sales leads
- Nurture existing client relationships with regular contact and working with the Marketing team to craft automated comms.
- Manage the US showroom relationships, working with them to achieve sales targets
- Work with the Product Manager to identify new showroom opportunities.
- Generating and visits to clients to sell new collection launches.
- Work with the Sales Assistant to ensure a streamlined customer journey and a high level of customer service
- Managing client orders, requesting MTO product sales orders and ensuring sales are kept up to date on business inventory and sales software.
- Liaising with the warehouse on client orders

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Skills:

- Minimum 3 years' experience in a similar role, ideally in interiors and lifestyle working directly with Interior Designers
- Proven track record of meeting sales targets and KPIs
- Keen interest in interiors and design
- Excellent customer service skills; in person, written and telephone manner
- Ambitious, results driven with high energy
- Efficient, motivated and a self-starter
- Commercially aware
- Meticulous attention to detail
- Enthusiastic with a positive can-do attitude
- Microsoft & Mac fluent including excel
- Full Driving licence a bonus

As a close and supportive team within a young and ambitious business, teamwork is key, and we are looking for an individual who is flexible and hardworking ready to adapt to the future growth of the company. This is an exciting role with the opportunity to make it your own and really grow The Collection sales and customer base, and be a true asset to the company, where there is opportunity for progression and hard work is rewarded.

Position: Full-time, Monday - Friday

Location: London, SW18

Salary: Based on experience

Please can you send your CV and a cover letter explaining why you believe that you would be a good fit for the role to hr@salvesengraham.com.