Curtains by Max Buston Ltd

Senior Curtain Design Consultant

Richmond Hill, London · Full-time · From £40,000 plus commission

Every curtain we make begins with a conversation. We're looking for someone outstanding at having it.

Curtains by Max Buston is a growing bespoke curtain and blind business, with showrooms on Richmond Hill and in Dartmouth, Devon. We create beautiful, individually designed curtains and Roman blinds for private homes, working with homeowners who value thoughtful design, exceptional fabrics and craftsmanship.

Our ambition is to become one of the most respected names in bespoke curtains and blinds. We're now looking for an exceptional Senior Curtain Design Consultant to lead sales at Richmond and play an important part in our next chapter.

This is an opportunity for someone who wants more than a conventional showroom position. You'll have genuine autonomy, the freedom to develop your own client relationships and the satisfaction of seeing your expertise and judgement make a real difference.

The role

You'll look after your clients from their first enquiry through to finished installation.

You'll welcome visitors into our sunny Richmond Hill showroom, understand their homes and ideas, advise on fabrics, headings and proportions, and visit their properties to measure and develop proposals. You'll prepare detailed quotations, guide clients through their decisions and see their projects through to completion.

You'll stay each client's primary point of contact throughout, supported by our coordinator and by the head maker, whose workroom is in the same building. Projects range from a single pair of curtains to whole-home schemes running to tens of thousands of pounds, and every client gets the same care.

About you

You have substantial experience in a bespoke curtain and blind showroom or workroom business, with a strong track record of personally winning and managing significant five-figure commissions. Please give examples.

You have an excellent understanding of curtain and blind construction, fabrics, headings, tracks and installation, and can confidently advise clients on both design and practical considerations.

You're warm, articulate and at ease with people from every background, and you enjoy the phone as much as the showroom.

You're commercially minded, enjoy winning business and take pride in exceptional client service.

You follow up thoughtfully and promptly, and you stay in touch with clients after installation.

You're organised and comfortable with PCs, iPads, estimating and design software.

You can travel to clients' homes, most of which are within 30 minutes of the showroom. A car is ideal.

What we offer

A senior role with real autonomy and ownership of your own clients

A buzzing, friendly setting, with making going on in the workrooms around you

A salary from £40,000, depending on experience, plus performance-related commission

Showroom based plus home visits, and occasional Saturday availability welcomed

Flexible start date

To apply

Send your CV and a short covering letter telling us about the commissions you're proudest of and what makes a client feel truly looked after.

Applications are treated in strict confidence, and we're happy to arrange an informal chat with Max first.

Email: recruitment@maxbuston.com