



Sales Account Manager - Rose Uniacke Fabric

Rose Uniacke is a globally renowned interior designer celebrated for her unique approach to creating interiors that blend understated elegance with exceptional craftsmanship. Beginning her career as an antiques dealer, Rose's discerning eye for detail and timeless aesthetic naturally evolved into designing interiors, bespoke furniture, lighting, and home accessories. Her work reflects a refined, minimalist design philosophy that continues to attract international acclaim.

Role Overview

You will manage a portfolio of our global partners, acting as their daily point of contact ensuring that the partner hits their annual sales target.

You will support and drive sales growth by assisting our partners in the specification and purchase of fabrics from the Rose Uniacke fabric collection. You will act as the face of the Rose Uniacke brand, working closely with the partner and their teams to ensure that we offer a seamless service to the interior designers and customers in each of the overseas markets.

Your focus will be managing the partners' enquiries, generating quotations, providing specification assistance, managing stock reservations, processing orders alongside general account management, through to answering and resolving any queries or questions.

You will enjoy developing relationships with our partners and their teams, understanding their customers and working with the partner to ensure order conversion, from point of enquiry through to order fulfilment whilst maintaining the highest level of customer service.

Contract Type: Permanent

Working Days: Monday – Friday

Working Hours: 9:00 am - 6:00 pm

Location: 13 Radnor Walk, London, SW3 4BP

Experience Required: 2–3+ years of relevant sales and new business development experience, ideally within luxury interiors or textiles.

Eligibility to Work in the UK: All applicants must have the legal right to work in the UK. Proof of legal right to work will be required prior to employment.

We welcome applications from all suitably qualified candidates. Visa sponsorship may be considered for exceptional applicants, subject to UK Home Office requirements.

We are an equal opportunities employer and welcome applications from all backgrounds.

Rose Uniacke

76–84 Pimlico Road, London SW1W 8PL T +44 (0)20 7730 7050

mail@roseuniacke.com www.roseuniacke.com



Key Responsibilities

- Managing client accounts. Assisting your clients with the specification and purchase of RU fabric.
- Work with the partner to ensure that their display is in good order, audit their display and work with them to organise sample replenishments on a regular basis.
- Demonstrating an in-depth knowledge of the collections, with creative aptitude to recommend, suggest and help your clients imagine how RU collections can meet their aesthetic and project needs. Providing excellent customer service tailored to suit each client.
- Keeping your clients well informed of new RU Fabric collections. Ensuring appropriate sampling and product information is provided.
- Secure monthly meetings with the partner and their teams to review sales pipeline, address any issues and offer training, ensuring the team can speak with confidence about the RU brand, ethos and collections.
- Identify any new potential Rose Uniacke clients, share list with the partner and strategise on the best to approach.
- Maintain strong relationships with the partners' team, know who all of the team members are.
- Be the point of contact to resolve any issues.
- Work closely with the Rose Uniacke Editions teams to ensure cross-departmental working and communication, setting monthly meetings including furniture and lighting teams.
- Report monthly on partner performance, including growth, issues and outstanding queries that the senior team should be aware of.

Skills Required

- Proven sales experience, preferably within the luxury textile market.
- Demonstrable knowledge and understanding of the interior design market.
- A good eye for detail and design and a passion for interior design and the role of fabrics within it.
- A sound understanding of material certification and compliance within interior design and the hospitality sector.
- Excellent and efficient customer service that is reflective of Rose Uniacke's values.
- Ability to work autonomously and be self-motivated and pro-active, and hungry to win business.
- Ability to think laterally and work collaboratively and communicate effectively with other staff members and third-party organisations.

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- Aptitude for building customer relationships and an enjoyment in being customer focused.
- Sales and target-driven.
- Have a proactive, positive, and solution-focused attitude.
- Highly organised and able to work well under pressure.

Qualifications

Not essential, but a background in interior design, textiles, or a related field is desirable

To apply, please send your CV to recruitment@roseuniacke.com.