



Title: **Senior Sales Associate – Rose Uniacke Accessories**
Reporting to: Gallery Manager
Hours: Permanent, full-time. Tuesday–Friday 9:00am–6:00pm and Saturday 9:30am–4:30pm (Tuesday–Saturday, with some flexibility in the rota)
Location: Working from the Rose Uniacke showroom, 76–84 Pimlico Road, London, SW1W 8PL

About us:

Rose Uniacke is an exceptional, globally recognised luxury design business, spanning architectural interior design and a highly distinctive retail proposition across furniture, lighting, home accessories, paint and textiles. With an enduring love and knowledge of furniture, Rose began her career as a restorer, and antiques dealer. Her discerning eye for detail and timeless aesthetic naturally evolved into designing interiors, bespoke furniture, lighting, and home accessories that continue to attract international acclaim, reflecting a refined, minimalist philosophy.

About the role:

The Accessories team is looking for a commercially driven Senior Sales Associate for our Pimlico Road showroom. Reporting to the Gallery Manager, you will be accountable for the day-to-day commercial performance of the accessories category – building and converting a pipeline across both end-consumer and trade channels, and taking personal ownership of a portfolio of key accounts.

This is a senior position within a small team. Alongside your own sales, you will set the standard for client service on the floor, lead appointments with our most important trade and private clients, and support the Gallery Manager in bringing new and junior colleagues up to speed. You will deputise for the Gallery Manager in their absence.

You will have the confidence to build rapport quickly, the judgement to know which opportunities are worth pursuing, and the persistence to convert them into lasting repeat business. Passionate about quality and sustainable design, you will see every order through from point of enquiry to fulfilment, maintaining the highest level of customer service throughout.

Main responsibilities:

- Take ownership of the accessories category day-to-day and its commercial performance, working towards both monthly and annual sales targets.
- Own and grow a portfolio of key trade and private client accounts, developing them into long-term repeat business.
- Build and maintain a comprehensive pipeline of sales opportunities, ensuring timely follow-up to secure orders.
- Lead appointments with trade and private clients, and support all showroom visitors, demonstrating exceptional product and sales knowledge.
- Respond to and process all applicable sales enquiries and order requests, including higher-value and more complex specifications.
- Work with all channels to ensure that each order is facilitated accurately and efficiently, with excellent customer service and communication.
- Maintain a comprehensive and accurate database of sales, leads, opportunities and customers.
- Actively manage the Pimlico Road showroom, taking a lead on presentation and merchandising standards.

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- Support the Gallery Manager in the training and development of new starters and junior colleagues on products, systems and client service standards.
- Contribute informed feedback on stock levels, sample distribution and range performance to support buying decisions.
- Manage online orders.
- Deputise for the Gallery Manager in their absence.

Ideal candidate:

- At least two years' proven sales experience, ideally within the luxury interiors, homeware or accessories market.
- A demonstrable track record of owning client relationships and converting them into repeat business.
- Strong knowledge of the interior design and hospitality market in the UK and overseas, and how to navigate it effectively.
- The confidence to act as a senior presence on the showroom floor and to lead by example.
- A good eye for detail and design, and a genuine passion for interior design and the role of accessories within it.
- A creative aptitude to recommend, suggest and help imagine how the RU Accessories collection can meet our customers' needs.
- Excellent and efficient customer service that is reflective of Rose Uniacke's values.
- Commercially minded – comfortable working to targets and accountable for results.
- Highly organised and able to work under pressure, prioritise, and complete tasks.
- Naturally collaborative, with the ability to influence and inspire colleagues.
- Able to think laterally and communicate effectively with other staff members and third-party organisations.

If you are interested in applying for this role please send a copy of your CV to recruitment@roseuniacke.com