

Sales & Marketing Executive

Sheffield (Office-Based)

Full-Time

3–6 Years' Experience

Premium Surfaces | Kitchen & Interior Industry

About Fugenstone

Fugenstone is a fast-growing, design-led premium surface brand supplying engineered quartz and porcelain to kitchen studios, fabricators and designers across the UK.

We operate at the intersection of design and commercial growth — combining strong trade partnerships with considered marketing and product innovation. As we expand into new categories and strengthen our UK network, we are looking for someone commercially sharp, design-aware and highly organised to help activate that growth.

The Role

You will sit at the centre of sales, marketing and customer engagement — ensuring trade accounts grow, product launches land properly, campaigns are executed, and no opportunity slips through the cracks.

You'll work closely with:

- The fabricator sales team
- Kitchen studios & fabricators
- Homeowner enquiries
- Internal Stakeholders

What You'll Be Responsible For

TRADE ACCOUNT SUPPORT

- Supporting key and second-tier trade accounts
- Identifying upsell and expansion opportunities
- Monitoring performance of top customers
- Allocating and tracking POS tools (e.g. display frames, sample stands)

- Feeding commercial insight back to the sales team

KITCHEN STUDIO OUTREACH

- Proactively engaging kitchen studios and designers
- Delivering virtual product presentations for new launches
- Following up to secure specification
- Supporting showrooms with updated samples and materials
- Confidence presenting design ideas is essential.

NEW PRODUCT LAUNCHES & CAMPAIGNS

- Coordinating internal and trade rollout of new collections
- Ensuring price lists and materials are distributed correctly
- Tracking adoption rates and early performance
- Supporting launch campaigns with structured follow-up

CUSTOMER LOYALTY

- Managing pre-registration and activation process
- Driving awareness of warranty benefits
- Monitoring compliance and performance
- Supporting incentive initiatives

CRM DATA MANAGEMENT

- Activating marketing campaigns across trade channels
- Managing lead follow-up and sample conversions
- Maintaining CRM accuracy (Odoo experience beneficial)
- Ensuring fast response standards across WhatsApp and inbound channels

TRADE EVENTS & SHOWROOM ACTIVATIONS

- Supporting open days and partner showroom events
- Ensuring display standards and brand presentation
- Coordinating follow-up post-event

About You

You are commercially minded, organised and confident speaking about design. You understand how aesthetics influence sales — but you also care about numbers and follow-through.

You'll likely have:

- 3–6 years' experience in sales support, trade marketing, account coordination or commercial marketing
- Confidence presenting to professional audiences
- Proficient or advanced CRM experience (Odoo ideal but not essential)
- Strong organisational skills and attention to detail
- Clear written and verbal communication
- A genuine interest & passion in design, interiors, kitchens and premium lifestyle products

Why Join Fugenstone?

Be part of a fast growing premium interiors brand

Work closely with leadership and external marketing specialists

Gain exposure to product launches and trade strategy

Play a visible role in commercial growth

Clear pathway to senior trade marketing or commercial roles

If you're commercially driven, design-aware and ready to play a central role in scaling a premium UK interiors brand — we'd love to hear from you.

Please email your cover letter and CV to:

info@fugenstone.co.uk

studio@whitepegasus.co.uk