

Showroom Sales Associate/Showroom Librarian

Our company, together with its subsidiaries, designs, manufactures and distributes luxury interior furnishings, fabrics, and wallpapers and is the official home to the best British brands: Zoffany, Harlequin, Sanderson, Morris & Co., and Scion.

Our showroom located in the D&D building is looking for an experienced Showroom Sales Associate to join our growing business.

Responsibilities

- Maintain business relationships with customers and provide product information via phone, email and in-person in the showroom
- Support designers, decorators, and the sales team with product sample requests; fabric and wallpaper memos
- Daily outreach to new and potential customers
- Work on new leads and grow the business
- Showroom presentations to customers to show new product and represent the brands
- Process customer orders daily
- Reach the sales target based on the showroom plan for outreach and growth
- Manage showroom inventory and pricelists
- Provide outstanding customer service
- Organizing and sorting new collection sampling, seasonally
- Assisting in showroom merchandising of new collections; hanging batons and flat board samples

Requirements

- 3-5 years of sales experience in a trade showroom environment
- Knowledge of the design industry with a strong client base is a must
- Customer service experience
- Upbeat, positive attitude
- Highly organized and detail-oriented
- Self-motivated and willing to take initiative
- Strong verbal and written communication skills with confidence in dealing with clients at all levels
- Organization skills and attention to details
- Background in interiors or product design
- Ability to work as a part of a team
- Experience in the interior design industry is a must, experience in furniture and lighting is a plus
- Experience with email programs and familiarity with CRM software

You can apply via LinkedIn or send your CV to jobs@sandersondesigngroup.com