



## **Showroom & Account Executive.**

(Part time, permanent contract.)

We have an exciting opportunity for a positive and proactive Showroom & Account Executive to join us, working three days per week across our two beautiful Showrooms at the Design Centre Chelsea Harbour and Voysey House, Chiswick.

As Showroom & Account Executive, you will help us to implement our sales strategy to maximise sales and profitability as well as provide excellent customer service to all visitors and assist with running the showrooms.

### **Account Executive responsibilities:**

- Implement the SDG Brands accounts sales strategy to maximise sales and profitability
- Forecast and track key account metrics e.g. quarterly sales results and annual forecasts
- Work under pressure and be able to prioritise, along with working efficiently and accurately
- Work to and set KPI's and key targets
- Feedback all suggestions for improvement and market research to management
- Provide sampling and patterning to existing customer base for all new launches and when required
- Deliver exceptional service on a portfolio of customer accounts
- Negotiate sales and agreements to maximise profit
- Operate as the lead point of contact for any matters specific to the customers, a primary desk contact
- Engage in project management duties
- Deliver product presentations virtually to customers
- Deliver sales strategies to customers via phone, virtually or in person



- Attend meetings with customers onsite

- Clearly communicate the progress of initiatives to management

### **Showroom responsibilities:**

- Ensure all Sanderson Design Group (SDG) Brands are fully and appropriately represented to an excellent standard within the showroom
- First class knowledge, promotion and presentation of SDG brands
- Ensure all visitors to the showroom understand the DNA of each SDG brand and what is they to offer
- Advise customers based on their requirements, utilizing collection books, brochures and other marketing materials, discussing range, specifications and samples
- Provide visual assets and mood boards to communicate design schemes and confirm orders with clients (upselling and cross-selling)

Follow up on all design appointments with visual assets, quantities, costs and lead times

- Proactively source products for customers as required and operate an efficient sampling service
- Acknowledge and assist existing customers whilst gathering new leads
- Provide support and liaise professionally with colleagues
- Use CRM and WG360 where appropriate
- Assist in the planning and execution of showroom events
- Have an active role in all showroom meetings, offering feedback on competitor and customer activity, new collections and any possible opportunities for the showroom
- Complete individual tasks and set objectives in a timely manner

### **Measures of Success.**

- Year on year incremental performance with existing accounts
- Year on year sales growth in line with targets



- Customer satisfaction - monthly showroom and sampling statistics
- Effective and appropriate understanding and representation of all brands achieved
- New customers and project lead generation, providing Return on Customer Visit
- Detailed objectives achieved
- Timely reporting as requested

### **Skills & Experience.**

- Educated to GCSE A-C level as a minimum and/or equivalent
- Ideally BSc/BA in Business Administration, Finance or relevant field and/or equivalent
- A passion for our brands & products and knowledge of Interior Design
- Formal sales training would be a strong advantage
- Strong analytical and numerical skills
- Highly self-motivated individual, proactive and results orientated with a positive outlook
- Able to prioritise and work under pressure; efficiently and accurately
- Good negotiation skills
- Strong written and verbal communication skills with confidence dealing with clients and colleagues at all levels
- Demonstrable ability to present, influence and communicate effectively at all levels of the business
- Comprehensive computer skills including Microsoft Office, Outlook, Word, Excel and PowerPoint

**If you wish to apply, please send your CV to [jobs@sandersondesigngroup.com](mailto:jobs@sandersondesigngroup.com)**



DESIGN GROUP

## About Us.

Sanderson Design Group is an international luxury interior furnishings company that designs, manufactures and markets wallpapers and fabrics together with a wide range of ancillary interior products.

In 2020, we brought our portfolio of brands home to Sanderson Design Group, evoking the combined longevity and prodigious creative history of our brands. Sanderson Design Group describes the ebullience of our past endeavours. It sketches the outline of our future. A collective of quintessentially British luxury interior brands and 2 manufacturing brands, at Sanderson Design Group we are Sanderson, Morris & Co., Zoffany, Harlequin, Clarke & Clarke, Scion, Anstey Wallpaper Company and Standfast & Barracks.

Our purpose is "To bring the Beautiful into People's Homes and Lives". This has defined and shaped our brands since our very earliest days. The oldest brand in our arsenal, from where we derive the namesake of our group, began life in 1860, as an importer of fine French wallpapers to London. Arthur Sanderson & Sons Ltd played a pivotal role in defining English interior decoration tastes and its early success led to displaying designs at London's finest showroom, at Berners Street. Around this time in 1924, Arthur Sanderson & Sons Ltd were awarded The Royal Warrant, becoming "purveyors of wallpaper and paint" to the court of George V.

We recognise that each one of our brands contributes a unique chapter to our story. It is why we represent the full spectrum of British interior design, catering from cutting-edge sleek modern styles, to the hearty warmth of traditional forms.

Our decision to rebrand as Sanderson Design Group in 2020 is our way of paying homage to our rich history, as well as marking our path towards a new future. As custodians of over 160 years of design experience, we are proud to Bring the Beautiful into People's Homes and Lives. We are Sanderson Design Group.