



European design brand Sé is seeking a dynamic, client focused UK Sales Manager to develop the UK market.

COMPANY BACKGROUND

Sé was established in 2007, uniting exciting designers such as Damien Langlois-Meurinne, Jamie Hayon, Nika Zupanc and Ini Archibong with a strong network of the finest artisan craftspeople across Europe to create beautiful, sculptural furniture collections. Our flagship gallery and administrative headquarters are both in London however Sé Collections furniture is featured in residential and commercial projects internationally.

JOB DESCRIPTION

The UK Sales Manager is a brand ambassador dedicated to providing the highest levels of service to Sé clients. Reporting to the managing director, the UK Sales Manager will be responsible for building excellent client relationships within the A&D Community (both commercial and residential), maintaining existing accounts and identifying new business opportunities to drive and maximise sales.

KEY RESPONSIBILITIES:

Handling all incoming UK enquiries, providing first-rate customer care and building excellent relationships with our existing database .
Pursuing daily outreach to London (& UK) A+D community to build on existing client relationships and develop new ones.
Identifying business opportunities and generating large volume projects.
Driving, nurturing and maximising sales to meet and exceed monthly sales targets
Following up on quotes to ensure the customer is serviced and the outcome of proposed solutions are documented
Full involvement with order process and related administration, including maintaining and updating the CRM system
Working with MD to establish sales objectives and projections by product, region and territory
Developing and maintaining sales forecasts to enable the company to analyze market conditions
Executing sales efforts in a professional manner assuring favorable impression of self and the company
Conduct competitive market analysis and stay abreast of industry news and trends
Attend and present at UK and International events;

EXPERIENCE & CHARACTERISTICS

Proven sales history of at least 5 years' experience in high-end furniture
Well connected within London A&D community: at least 3 years' local experience
Excellent computer skills (Microsoft Outlook, Word, Excel).
Self-motivated, entrepreneurial, hands-on and proactive
Interior design savvy
Comfortable working in a field based role
Ability to work independently and under pressure
Excellent interpersonal and communication skills- verbal and written;
Organizational & problem solving skills
Ability to manage time and prioritize work;
Oriented and proactive approach to achieving the goals
Team player

If you would like to apply please send your CV and a covering letter along with your salary expectations to jobs@se-collections.com