

Job Description

Position: Commercial Sales - Furniture
Reports to: Owner / Management Team

The Commercial Sales role encompasses all aspects of the design process from the initial client liaison through to final product specification and ordering.

The aim of the Commercial Sales role is to generate sales to leading architects and interior designers, offering solutions for commercial interiors, restaurants, hotels, retail environments. This role is pivotal to fostering close industry relationships, business leads and continued sales growth for the Company.

Your passion for design will drive you to succeed, and this success will be generously rewarded with uncapped commissions.

Primary Responsibilities

- Maintaining high standards of presentation
- New business development and strengthening existing relationships with clients
- Developing and nurturing new territory
- Achieving a set bi-monthly sales target
- Conducting presentations as well as providing pricing and product information in a timely manner.
- Industry experience and contacts is essential.

Essential Criteria:

- Experience selling commercial furniture/ fit out products to the Architecture and Design market
- Networks of clients and contacts within Architecture firms
- Exceptional communication & presentation skills on the phone & face-to-face
- Presentation abilities
- Years of experience within the industry
- Not afraid to hunt for new Business

About the Role

Generate sales in all areas of the architectural and specifier market. Refer residential trade leads where appropriate to other team colleagues and Showroom Manager.

Report sales activity on a weekly basis to Owner and Management Team weekly on a Tuesday.

Foster and promote the Harbour 1976 collection of products with architects and designers by regular 'active' client presentations, minimum required 5 per week.

Represent Harbour 1976 at trade and social events wherever required and PR when required.

Assess existing client base allocation as and when required by Management Team with a view to improved sales generation (maintenance).

Seek and develop new client contacts in your region with a view to improved sales generation, gained from presentations and networking.

Maintain product knowledge as required by the changing dynamics of the role, so as to offer up-to-the-minute design solutions to specific client requirements.

A well-groomed personal presence is expected at all times.

A clean well-maintained vehicle which is able to carry an executive chair, and other furniture items, is required.