

United Kingdom Jobs Expertini®

Cassina UK A&D Sales Manager

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Company: Poltrona Frau Spa

Location: United Kingdom

Category: other-general

Responsibilities: The Cassina UK A&D Sales Manager will be responsible for prospecting, contacting and visiting targeted A&D firms, corporate clients and commercial accounts, while generating maximum revenue for the Cassina UK business. Using a consultative sales approach, the UK A&D Sales Manager will service the leading commercial, real estate and soft contract community and will act as an ambassador by increasing brand awareness within the UK - educating and inspiring these firms to specify Cassina's distinguished product offerings in their projects. While this is primarily an outside sales role, the UK A&D Sales Manager will be based in the company's Store in Brompton Road and will be given a curated portfolio of existing real estate and commercial clients, as well as leading soft-contract and high-end residential A&D, to manage and grow. The UK A&D Sales Manager will report directly to the UK Sales Director. **Main Activities:** Identify large-scale commercial opportunities by developing and nurturing business relationships, focusing on targeted A&D firms, as well as corporate end clients within the commercial and luxury hospitality sector; Collaborate with Cassina Custom Interiors team, as well as the Technical Office to generate full turn-key project offerings, which work in collaboration with the Cassina collection; Conduct product presentations and lunch & learns with targeted corporate accounts and A&D firms, collaborating with the UK Sales Team to increase project conversion with the contract dealers; Maximise business development opportunities for the UK market, by initiating Showroom events and networking opportunities, to include attending local trade shows and industry events, etc; Oversee the full sales cycle, from specification and quoting, through to purchase and delivery; intercepting potential issues and work with the UK

Sales Team to propose solutions in a timely and effective manner; Maintain and update CRM database with account details, project information, etc Experience and Education: Bachelor's degree in interior design, architecture or hospitality preferred; Min. 3 years' experience in the role, preferably selling luxury furnishing products; Existing relationships within the top A&D firms in London essential; Proven tender and sales pipeline management experience; Excellent computer skills (MS Office Suite) and good knowledge of CRM tools. Technical and Soft skills: Excellent interpersonal and communication skills - both verbal and written; Self-motivated and self-directional; Interior design savvy, with a genuine interest in creating beautiful spaces; Ability to manage time and prioritise tasks; Proactive approach to problem-solving and delivering on client's expectations; Ability to work independently and under pressure, whilst also being a team-player; Possess entrepreneurial spirit with the highest level of integrity. Work location: London (UK) Our company is an equal opportunity employer. Interested candidates can send their CV with authorization for EU 2016/679 (GDPR).

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