

United Kingdom Jobs Expertini®

Sales Manager

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Company: W Talent

Location: London Area

Category: other-general

Organisation OverviewWe are currently partnered with a high-end online platform that specializes in showcasing and selling luxury Italian craftsmanship and design. Headquartered in Milan with a physical presence in US, Middle East, and UK they are going through an exciting period of growth.
Job SummaryWe are looking for an experienced Sales Executive to play a crucial role in expanding relationships in the UK/internationally and build a genuine brand in the A&D community. This would involve maintaining relationships with existing accounts and generating new leads and business development. This is a very exciting role for someone who is comfortable and passionate about meeting clients in the A&D space / networking at events and creating lifelong partnerships through human interaction.
Job Responsibilities:research and acquire new members through daily outreach to A&D community and Key Accounts in different market segments (Residential, Hospitality, Luxury Retail)strong relationships with key industry figures whilst maintaining and building existing relationshipskey industry events to network with the design community in London/UKand enrich the CRM database with new leads, project information, meeting reports and client contact database
Job Qualifications:At least 5-10 years' experience in a sales position within design / luxury manufacturer, retailer or e-commerce / online marketplaceGood knowledge of the interior design industryExisting relationships within the top A&D firms in London/UK, both in the high-end Residential and Commercial Interior market segmentStrong track record of business development and sales growthStrong ability to communicate clearly with the design communitycandidate experienced working with Italian brands / Italian culture is desirable sensibility and passion for e-commerce and luxury

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