

# OCHRE

## Sales – Southern Europe

Ochre is a British based furniture, lighting and accessory design company with showrooms in London and New York, and with a closely-knit team of eighteen in each location. We work closely with reputable interior designers and architects all over the world to assist in creating warm, luxurious and elegant interiors. All our products are manufactured by master craftsmen, and Ochre's calm individuality is expressed using complementary materials to make each piece truly unique and timeless.

We are looking for a full-time sales executive to significantly grow our sales in southern Europe. A multilingual sales specialist based in either the UK or mainland Europe, you will be expected to regularly travel to countries within your territory to service existing clients' requirements, as well as cultivate new business opportunities.

### Key Responsibilities:

- Define, implement, and manage a business development strategy for products to be sold within the territory of south Europe including France, Italy, Spain, Portugal, Greece, Malta, Turkey & Cyprus
- Achieve ambitious monthly sales targets through proactive selling
- Identify sales opportunities, set up meetings and present OCHRE products and services to clients
- Generate sales quotations and provide all technical and pricing information to clients
- Attend and follow up on European trade show attendees at Maison et Objet, Monaco Yacht Show and Salone del Mobile
- Build and maintain excellent working relationships with all clientele, and communicate new products and developments to them
- Provide management with periodic feedback through weekly reporting, including sales vs Plan, meetings schedule, client management, industry and market forces
- Ensure the CRM client list is kept up to date on a regular basis

### Qualifications & Qualities:

- A minimum of five years' experience working in the luxury interiors market
- Fluency in English, French, Italian and Spanish would be desirable
- Competent user of Microsoft 365 – especially Excel, Sage/CRM and Mailchimp
- Strong business sense – motivated by target achievement
- Enjoy international travel
- Positive attitude and work well in a small team as well as autonomously
- Excellent client facing and presentation skills
- Financial planning and reporting analysis
- Strategy development
- Marketing awareness and application
- Persuasive and with strong negotiation skills
- Initiative

An competitive salary, commission, and discretionary bonus scheme will be offered to the right candidate.

Please send your application with a covering letter to: [careers@ochre.net](mailto:careers@ochre.net)