

Showroom sales

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 person to manage our London showroom and develop sales. You will be expected to work two Saturdays per month.

Responsibilities:

- Manage day to day running of the Ochre London showroom and as brand ambassador
- Organise and manage all showroom special events throughout the year, as well as attending exhibitions in Paris and Milan
- Work on regular alternative visual merchandising schemes with Ochre directors
- Maintain Ochre showroom visual presentation standards
- Respond to all telephone and website enquiries, handing over to relevant sales person where applicable
- Source, target and establish new business leads through telephone, email and networking
- Manage all showroom appointments with clients, proactively encouraging client visits
- Process quote / proforma and follow up orders and potential client issues
- Manage supply of brochures, samples and showroom stocks, equipment and inventory movement
- Co-ordinate and track all Press and sample loans, product and brochure requests
- Manage and maintain the UK client database, Mailchimp mailouts, price lists, invitations etc.
- Cover for colleagues when required and work two Saturdays a month in the showroom
- Perform other duties as reasonably required by the directors from time to time

Qualifications & Qualities:

- A minimum of three years' experience working in the luxury interiors market and familiar with the interior design market
- Excellent command of the English language, both verbal and written
- An exceptional eye for detail, excellent communicator and a people's person
- Competent user of Microsoft 365 and Sage CRM
- Strong business sense – motivated by target achievement
- A positive team player

OCHRE®

- Positive attitude and work well in a small team as well as autonomously
- Excellent client facing and presentation skills
- Persuasive and with strong negotiation skills

A 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