

OCHRE®

Sales – Middle East, Africa, Asia, Australasia (full or part-time)

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 or part-time sales person to significantly grow our international sales. Based in our showroom in London, you will be expected to occasionally travel to countries within your territory to service existing client accounts, as well as cultivate new business opportunities. You will be expected to work two Saturdays in London per month.

Key Responsibilities:

- Both maintain and build excellent working relationships with our clientele, and effectively communicate new products and developments to them
- Generate sales quotations and provide all technical and pricing information to clients
- Attend and follow up on European trade show attendees while in Paris and Milan
- 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
- Develop and manage a business development strategy for products to be sold specifically within the territories of the Middle East, Africa, Asia and Australasia.
- Achieve monthly sales targets through proactive selling
- Identify sales opportunities, set up online meetings and present OCHRE products and services to clients

Qualifications & Qualities:

- A minimum of three years' experience working in the luxury interiors market and familiar with the international 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
- Cultural awareness
- Team player
- Enjoys international travel
- Positive attitude and work well in a small team as well as autonomously

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- 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