

Job description : Sales & Business Development Executive

Location: Chelsea And/ Or Shoreditch, London, UK

About Us: Bert & May is a design led tile brand with an exciting growth strategy and big ambitions. We are looking to recruit an equally ambitious Sales Executive who is keen to grow and develop their skills and has a passion for selling beautiful products.

Role Overview: As a Sales & Business Development Exec at Bert & May, you will play a pivotal role working from either our Chelsea or Shoreditch Studios. Working closely with trade customers, your role will encompass the entire sales process, from initial inquiry to finalising transactions and handing off to our operations team alongside actively growing and developing trade relationships. This position offers an exceptional opportunity to become part of our ambitious team. Prior experience within interior design is advantageous. We seek a motivated and sales-oriented individual who thrives on challenges and is eager to progress within our organisation during this exciting phase of our growth.

Key Responsibilities:

- Proactively develop new trade relationships with effective outbound activity.
- Handle sales inquiries and log them in Pipedrive, our CRM.
- Pursue leads and follow up with samples promptly.
- Oversee the sales process from start to finish, ensuring timely and professional resolution of all queries and handing over completed transactions to the Customer Service team.
- Cultivate relationships with potential repeat customers.
- Continuously expand your knowledge of our product offerings.
- Meet and exceed sales targets.
- Provide weekly reports to your manager.

Requirements:

- Minimum two years of sales experience.
- An interest in interior design with a good eye for colour, and patterns.
- Strong IT skills, particularly in Microsoft Outlook, Excel, and Word.
- Confident and proactive in customer interactions.
- Quick learner with adaptability to evolving product lines.
- Self-motivated with a commitment to exceptional customer service.
- Excellent communication, numeracy, and computer skills.
- Availability to work one day during weekends.
- Highly organised and efficient.

Benefits:

- Competitive commission structure based on sales performance.
- 28 days of annual leave, pro-rated to include Bank Holidays.
- Participation in our pension scheme.
- Staff discount on our products.

Job Details:

- Job Type: Full-time, Permanent
- Salary: £27,000.00-£32,000.00 + commission (1-1.5kpcm)
- Work Schedule: Monday to Saturday, a total of five 8-hour shifts per week
- Dress Code: Casual
- Company Events: Yes
- Remote Work: Not available

Industry

Retail

Employment Type

Full-time

If you are a passionate Sales Person with an interest in Interior Design and a desire to contribute to an ambitious design brand, we invite you to apply for this exciting opportunity. To apply email: mel@bertandmay.com