



SALES MANAGER

We are seeking a talented and dynamic individual who is looking to develop an ambitious career in sales and to help manage the Susan Deliss team based in Notting Hill/ Fulham.

Susan Deliss principally sells to UK and US decorating clients and your job will be to manage and develop these relationships. You will help to develop a sales growth strategy for Susan Deliss Limited and set sales targets.

You will work with Susan Deliss and with the other team members to achieve these targets.

About Susan Deliss:

Susan Deliss is renowned for her wonderful fabric collection, inspired by antique textiles gathered during her travels. Our range also includes high-quality accessories such as upholstered furniture, kilims, cushions, and bespoke lighting. We pride ourselves on delivering a warm, personable service that is both professional and approachable.

Key Responsibilities:

- Client Management:

Cultivate and manage relationships with existing UK and US clients through various channels, including in-person meetings, Zoom, and digital platforms.

Proactively develop new client relationships aligned with sales targets.

- Sales Strategy Development:

Collaborate with the Director and team to create effective sales plans and timelines, ensuring project milestones are met.

- Internal Collaboration:

Work closely with Logistics and Marketing teams to ensure sales objectives are clearly communicated and executed.

Participate in planning and hosting studio events to elevate the Susan Deliss brand.

- Documentation and Reporting:

Maintain an accurate client database and prepare regular sales reports, highlighting any potential risks to the Director.

- Sales Execution:

Drive sales through exceptional client service and product knowledge, managing proposals and client accounts effectively.

- Problem Solving:

Identify and resolve any issues in the sales process, proactively addressing potential challenges.

- Budget Oversight:

Assist in managing project budgets, providing updates on expenses and identifying cost-saving opportunities.

- Continuous Improvement:

Stay informed on industry trends, suggesting improvements and new campaign ideas to enhance our offerings.

Key Skills and Competencies:

- Strong organisational and time management skills, with the ability to handle multiple projects simultaneously.
- Excellent verbal and written communication abilities, adaptable to various audiences.
- Proficiency in sales management principles and a proactive problem-solving mindset.
- Ability to work collaboratively within a small, tight-knit team.
- Proficient in IT, particularly Excel; familiarity with social media and website management is a plus.

Essential Requirements:

- A minimum of two years in a sales management role.
- Experience in a customer-facing position with a commitment to personal development.
- A positive attitude and the ability to thrive under pressure.
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Job Type: Full-time

Schedule: Monday to Friday, 8:30 AM to 5:30 PM, primarily in the Notting Hill office.

For more information about this role, please contact india@susandeliss.com.