

est London
SINCLAIR TILL
1986

Sinclair Till is a dynamic, high-end flooring company, founded in 1986, with showrooms in Pimlico Road and Notting Hill. Specialising in traditional Wilton carpets, bespoke hand-cut linoleum, and unique hand-woven rugs, we work closely with both retail and trade clients to create beautiful, custom solutions for their projects.

Role: Senior Sales Manager

Location: 72 Pimlico Road, London, SW1W 8LS

Hours: Full time, Monday to Friday, 9.30 am to 5.30 pm

Salary: Dependent on experience

The Role

We are looking for an exceptional Senior Sales Manager to join our close-knit team in a permanent position. The successful candidate will oversee both retail and trade sales, building and maintaining strong relationships within the A&D community. They will assist in the development and implementation of sales strategies for both the UK and overseas markets. This is a fantastic opportunity to have a significant impact within a growing company.

Duties include but are not limited to:

- Building and maintaining strong relationships within the A&D community
- Regular product presentations at A&D in London and throughout the UK
- Assisting in the development of the contract sales strategy, focusing on securing new projects for hotels, restaurants and offices
- Assisting in the development of sales strategies for new, overseas markets
- Overseeing and managing projects from initial meetings through to final delivery
- Managing participation in trade shows and festivals such as Decorex and London Craft Week
- Assisting in the planning and organisation of showroom events and activities
- Maintaining a CRM system and providing regular performance reports to the director

The Candidate

We are looking for a highly ambitious and creative individual, with previous experience in the furniture or interiors industry.

Key skills and requirements:

- Relevant experience in the furniture or interiors industry
- An established network of relationships in the A&D community
- An enthusiasm for interior design or textiles
- Proactive, highly organised, ambitious and sales-driven
- Excellent presentation and communication skills
- Efficient time management and the ability to work autonomously

Benefits

- 20 days holiday plus bank holidays, and the days between Christmas and New Year
- Competitive salary and commission structure based on experience
- A supportive working environment and regular team socials

How to apply

Please submit your CV and cover letter to dulcie@sinclairtill.co.uk