

# BRYAN O'SULLIVAN

## COLLECTION

Role: Sales Manager  
Reporting to: Commercial Director  
Location: Mayfair & Barbican, London

### Role Overview

We are looking for a dynamic and motivated **Sales Manager** to join our Collection team. The role will be instrumental in promoting our brand within the luxury sector, cultivating and nurturing client relationships, whilst enhancing the brand's global visibility and driving sales growth

The ideal candidate will have in-depth knowledge of the high-end interiors market and a strong background in luxury sales such as contemporary art, design, or furniture.

The Sales Manager will lead the London-based showroom, organise and manage the ongoing gallery exhibitions and also manage the gallery team

### Key Responsibilities

- **New Business Development:** build a robust network of repeat clients by proactively engaging with key decision-makers, such as high-end interior designers, architects and luxury hospitality brands to introduce them to our collection.
- Develop and implement a growth-focused sales strategy to expand BOS market presence globally. and identify new opportunities to grow the business.
- **Sales Management:** Forecast sales and maintain an accurate sales pipeline. Provide weekly reports on activities, prospects, sales, and database updates.
- **High-End Project Management:** Work closely with specifiers and high-net-worth clients on projects, ensuring smooth internal communication with our design and production teams. Address and resolve client concerns quickly and efficiently, with a proactive, solutions-focused approach
- Maintain consistent communication to ensure client satisfaction and repeat business, delivering outstanding after-sales service to build lifetime client relationships.
- **Relationship Management:** Nurture key client relationships, arrange and host visits to our gallery, offering an exceptional brand experience.
- **Marketing/PR:** alongside the gallery and studio team, design and execute social media campaigns and manage the newsletter mailings.  
Schedule and arrange a programme of in-gallery events, art exhibitions and private viewings as well as organising the gallery participation in international fairs

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### What You'll Bring

#### Experience & Skills:

- Proven experience in Account Management or A&D sales roles ideally in the art / luxury interiors sector, with a focus on client-facing roles (5+ years preferred).
- Well-Connected & Driven: A strong client portfolio is required alongside a proven track record of exceeding targets.
- Proficiency in MS applications. Knowledge of Photoshop and InDesign would be ideal
- Extensive knowledge of the interior design and/or arts sector.
- Passionate Relationship Builder: Eager to forge lasting partnerships and grow brand presence and a strong client base through previous and new relationships

#### Key Qualities:

- A natural communicator with excellent negotiation skills
- Well presented, polished and affable
- Organized and able to prioritize effectively in a dynamic environment
- A team player who thrives in a supportive, small-team setting
- Resilient, resourceful, and entrepreneurial, with a "can-do" attitude
- Passionate about delivering an exceptional client experience
- Self-motivated and self-directional.

#### Why Join Us?

By joining our team, you'll have the chance to work on exciting, high-end projects in a creative environment. We value flexibility, a positive attitude, and the willingness to learn and grow. If you're looking for a role where you can make a real impact, work with inspiring clients, and contribute to the success of a luxury brand, we'd love to hear from you.

**Salary:** £40-£50k plus commission

Please send a cover letter and CV to [careers@bos-studio.com](mailto:careers@bos-studio.com)