



UK CONTRACT SALES MANAGER

French multi-brand furniture and lifestyle dealer SILVERA is seeking an experienced Contract Sales Manager to join its UK team.

Based in London, the successful candidate will be an ambitious, proactive and autonomous sales professional with previous experience in contract sales and corporate furniture collections. As the main consultant to architects, interior designers and commercial end-clients, the role involves close cooperation with the specifying community, presenting and advising on our collections and developing new contract business.

KEY RESPONSIBILITIES

- Generate leads and build new relationships within the London A&D community (Architects, Interior Designers, Contractors, Builders, Developers)
- Execute regular marketing presentations at A&D practices in aim to drive specification towards the Company's collections
- Develop the Company's Contract Sales Department, focusing on new projects for offices, hotels and restaurants
- Create and implement a Sales Marketing Strategy
- Develop quotations and product presentations by way of furniture and lighting proposals, manage mock ups and liaise with suppliers, administrative and logistics teams
- Project manage from specification stage through to completion
- Host product presentations and networking events at the King's Road showroom
- Meet annual sales targets
- Attend industry related networking events/exhibitions as and when required

KEY SKILLS AND REQUIREMENTS

- Must have proven track record in contract interiors specializing in office furniture, hotels and restaurants
- Knowledge of multi-brand furniture collections
- Have established relationships with the A&D community in London
- Strong presentation and communication skills
- Must be proactive, autonomous, highly organized, sales-driven and service minded
- Excellent time management and ability to work under pressure

Salary + uncapped commission scheme, based on experience.

Start date ASAP

Please send your application to recruitment@silveraltd.co.uk