



SHOWROOM SALES AND DESIGN CONSULTANT

Silvera, the French luxury furniture and lifestyle retailer is seeking an experienced multi brand showroom sales consultant.

Founded in 1990, Silvera boasts 10 Parisian showrooms and a recently opened London flagship. The 500 m² Chelsea showroom offers a collection of over 500 international designer brands and displays furniture, lighting and rugs for the home and office. It also features a lifestyle concept store offering a curated selection of home accessories, technology, jewellery and gifts. Showcasing world renowned designers, the showroom regularly hosts product launches, trade presentations and design related events.

The ideal candidate will be an enthusiastic and ambitious sales professional who will have previous experience with multi-brand furniture collections and possess a design-related qualification. They will be passionate about design, have outstanding customer service skills, have knowledge of AutoCAD and/or Sketch-up and be an excellent team player.

KEY RESPONSIBILITIES

- Develop design proposals for architects, designers and retail clients by way of space planning, furniture and lighting selections, designing bespoke rugs, modular storage and media systems, selecting fabrics, finishes and accessories
- Meet monthly and annual sales targets
- Produce quotations and design presentations including floor plans, technical drawings, 3D renders and image galleries
- Sales negotiations, site visits, surveys, project management, snagging and after sales service
- Develop and foster relationships with new and existing trade and retail clientele
- Identify sales leads, continuously update and maintain the CRM database and sales pipeline
- Build brand loyalty through outstanding customer service
- Ensure the presentation of the showroom is immaculate, assisting with visual merchandising when required
- Assist with cash & carry sales in the concept store department
- Assist in the execution of showroom refits, sale periods, product launches, exhibitions and designer collaborations
- Liaise with suppliers, administration and logistics teams
- Attend events/exhibitions as and when required

KEY SKILLS AND REQUIREMENTS

- Proven track record in high-end residential interiors and hold a design-related qualification
- A passion for furniture, interior design and/or architecture and an interest in materials and manufacturing processes
- Strong sales and negotiation skills
- Enthusiastic, ambitious, creative, sales driven and team oriented
- Must be proactive and highly organised with the ability to multitask and meet deadlines in a fast-paced environment
- Excellent presentation and interpersonal skills
- Knowledge of Sketch-up and/or AutoCAD
- Excellent written and spoken English, knowledge of French, Italian, Arabic or Russian is a plus
- Availability on weekends and Bank Holidays is essential

Salary + uncapped team commission scheme. Negotiable based on experience.

Start date ASAP

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