



## UK CONTRACT SALES MANAGER

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

Based in London, the successful candidate will be a proactive and autonomous sales professional with established A&D contacts and extensive experience in contract sales and high-end 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, project management and business development.

### KEY RESPONSIBILITIES

- Develop the Company's contract sales department and meet annual sales target of +£1M, focusing on corporate, hospitality and hotels projects
- Develop and execute a sales & marketing strategy to drive specification towards the Company's collections
- Generate leads and build new relationships within the London A&D community (Architects, Interior Designers, Contractors, Builders, Developers)
- Produce quotations, PowerPoint product presentations, manage mockups, 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
- Attend industry related networking events/exhibitions as and when required

### KEY SKILLS AND REQUIREMENTS

- Highly experienced in contract interiors specializing in office furniture, hotels and restaurants
- Proven track record of successful delivery of large-scale projects upwards of £100K
- Established relationships within the A&D community in London
- Target-driven, proactive, autonomous, highly organized and service minded
- Excellent time management, attention to detail and ability to work under pressure
- Strong presentation, communication, and negotiation skills
- Knowledge of French is appreciated

Salary + uncapped commission scheme, based on experience.

Start date ASAP

Please send your application to [recruitment@silveraltd.co.uk](mailto:recruitment@silveraltd.co.uk)