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KIT STONE

Title:

Showroom Manager and Kitchen Sales Designer

Location:

South West London

Reporting to:

Managing Director

The Role:

To manage, from start up, Kit Stone's new West London showroom. To design and sell kitchens and interior furniture to walk in enquiries and qualified sales leads from national campaigns.

Key Tasks:

- Meet or exceed monthly sales targets
- Create kitchen designs using CAD package to meet client's individual requirements
- Sole day to day running of a kitchen and interiors showroom
- Follow up and manage qualified kitchen sales leads generated by a national advertising campaign and prominent web presence
- Manage retail sales
- Manage all product display and merchandising
- Manage 1 part time assistant

Key Competencies:

- Highly motivated and target driven
- Excellent sales process management and ability to close sales
- The ability to work independently without supervision
- Strong interpersonal skills both face to face and on the telephone
- IT Literate
- Knowledge of a CAD based design package
- Kitchen product knowledge beneficial
- Exceptional personal presentation and rapport building skills
- A flair for design
- Administrative attention to detail
- Clean driving license and transport

Experience:

- 2+ years experience selling some form of design led product ie kitchens, bathrooms, interior furnishings
- A target driven retail sales environment

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What we can offer:

- Basic salary + commission
- Excellent opportunities in an established and growing company
- Exciting niche kitchen and interior products
- Qualified sales leads derived from national advertising campaign

Hours:

- Showroom 10 am until 6pm for 5 weekdays and one weekend part day.
- Lead follow ups out of showroom hours where necessary.

Please provide full cv and salary expectations to:

Edward Blackett on ed@kitstone.co.uk