

OCHRE®

Position: UK Sales

THE COMPANY

OCHRE is an exclusive lighting and furniture design company that was founded in 1996 in London. As well as selling directly to individuals, much of our clientele consist of leading international interior designers and architects. Ochre's products can be seen in private residences, boutique hotels and restaurants throughout the world. We have showrooms in both London and New York. Due to the success and continued growth of our business, we now seek a highly skilled and motivated full time UK Sales person to join our team.

THE ROLE

- Be the brand ambassador for existing and new clients throughout the UK
- Identify and establish opportunities for business growth
- Drive B2B client visits, promoting Ochre collections
- Generate quotes and provide technical information to clients
- Help maintain the CRM with relevant client data and generate sales reports
- Work to achieve and exceed monthly sales targets

CANDIDATE PROFILE

- 2+ years of successful field sales experience in luxury commercial and residential interiors/design essential
- Excellent client facing and presentation skills to create opportunities for introductions & meetings with clients
- Interpersonal, articulate, organised, able to deal with pressure, attention to detail, team player
- Flexibility, able to travel, good international / cultural knowledge and awareness.
- Highly motivated by target achievement
- Well versed in Microsoft Suite (i.e. Word, Excel, Outlook)

THE OFFER

A competitive salary together with commission, pension scheme and discretionary bonus scheme is offered to the successful candidate. Full product training will be provided.

Please submit your CV with a covering letter by email to careers@ochre.net