

Sales role with responsibilities for new business

Czech and Speake is looking to recruit a “super sales” person, for its ‘Luxurious Bathing’ showroom in Pimlico Road Belgravia, London. Czech & Speake is the English-owned luxury brand Internationally known for its exclusive period and contemporary bathroom ranges and fine fragrance. Still a design-led family company which has developed from an insider brand of note to an innovative brand of quality and heritage.

An experienced salesperson who is familiar with selling high-end residential specifications to the UK and international specifier trade. The successful candidate will utilise the company’s Pimlico Road showroom as a base. Excellent sales and customer service skills are of utmost importance

Previous experience should include at least five years of selling luxury interior items at a senior level. Excellent sales and customer service skills are of utmost importance.

A successful candidate will be able to:

- Achieve monthly sales target
- Bring an existing synergistic database while cultivating a new specifier sales network from which to make sales nationally and internationally
- Report on a regular basis the status of sales activities
- Coordinate best practices with other sales staff
- Identify marketing and promotional activities that can generate incremental sales
- manage showroom
- Immediate start for the right candidate, bathroom fittings and sales accounts training given
- Good interpersonal skills and obsessive attention to detail, Czech and Speake prides itself on its good service record and product quality. Strong communication skills in written and spoken English, with French or German language helpful
- Salary in accordance with experience and ability, commission incentives, candidate must show confidence and authority

Please apply in confidence to hr@czechandspeake.com