



We are looking for a highly experienced hands-on Furniture Sales Manager to head up our fast growing sofa business in the UK. You will be responsible for all aspects of the sales funnel, working directly with customers from the daily flow of lead enquiries and managing every element of the sales process from initial contact to sales and delivery. This is a *commission only role* and has an earning potential of between £40,000 - £80,000 depending on performance and meeting targets.

You will have outstanding skills in managing your pipeline, excellent communication, and personal skills, be highly competent with CRM systems and online technical skills, an innate sense of design, and a passion for outstanding work. You will ensure that all work delivers against our exceptionally high standards.

We are a small team of passionate, creative & hard-working people who believe in making every day a beautiful day. We design & curate beautiful products for the whole home and our aim is to bring Sophie Conran's visions to life - creating luxury collections of outstanding quality that our customers will treasure for a lifetime, with sustainability and thoughtfulness for the environment at the heart of all we do. We have recently launched a new collection of chairs and sofas made entirely from natural materials. We are seeking a highly motivated sales person to join our team and play an integral role in the organisation.

We are an online business but we have a show home in London Bridge which is by appointment only. You will work alongside our senior leadership team and our customer services team and be responsible for coaching and developing them whilst role modelling excellence to surprise and delight our customers.

We look for warm and welcoming people, who are adaptable, courageous, innovative, and goal-orientated to join us on our exciting journey. This is a freelance role to start with but depending on performance can become permanent / full time.

Responsibilities, Skills & Experience:

- As the Furniture Sales Manager, you will ensure all customer queries are handled effectively whilst coaching and developing the remote working sales and customer services team and leading them with your detailed sales knowledge. You will work with pride and passion to drive productivity and sales. You will take ownership of all things furniture.
- Experience in a senior sales or similar role/business (**Essential**)
- An excellent communicator with strong interpersonal skills and excellent presentation skills.
- Experience working with lead management and communication systems such as Gorgias, Freshsales or Pipedrive. Xero experience is also a bonus.
- Passionate about delivering excellent customer service
- A strong interest in design and furniture
- A positive 'can do' attitude and excellent work ethic
- Demonstrate collaboration, optimism, and an inventive and entrepreneurial spirit.

- Experience of working in a fast paced and ever-changing environment.
- Strong attention to detail whilst being organised and structured in the way you work
- A strategic self-starter outlook, someone who can create impact quickly
- Excellent verbal and written communication skills, enabling you to work with colleagues cooperatively and collaboratively in the team and across the organisation
- Demonstrate a thorough understanding of the operational elements of a commercial ecommerce business.
- A flexible approach both to the type of work undertaken and working hours as required to meet team objectives and ultimately customer needs, taking ownership and responsibility for work and performance.
- Previous experience working for a luxury retail brand is a bonus

The successful candidate will start with us as soon as possible.

Our offer:

- Freelance position - commission only
- 25% Product Discount (across most areas)
- Job Type: Freelance, Full-time and Part time. Weekend work also available.

To apply: please submit a cv and cover letter to nadia@sophieconran.com. We really look forward to meeting you