

Position: Trade Sales Consultant

Bathrooms byDesign – Brentford

Bathrooms
byDesign

About us

Bathrooms byDesign is a family run business that has become one of the UK's leading bathroom retailers. We have a reputation for championing design excellence and sourcing high quality, innovative products through exclusive relationships with some of the world's best designers and manufacturers.

Our aim is to simplify and revolutionise the way bathrooms are thought about, designed and sold, providing our retail and trade customers with an unrivalled service, helping them every step of the way to ensure they get the bathrooms of their dreams.

The Role

A fantastic opportunity has now arisen for an aspiring ambitious and hungry Trade Sales Professional to join our dynamic, passionate and successful team.

The overall purpose of the role is to generate new business and contribute to the financial success and growth of our business by providing exceptional, unique and best in class experience for our trade customers visiting showrooms and via other innovative channels of engaging with prospective and existing clients.

A good understanding of trade and retail industries, particularly within bathroom or interior design, installation and related fields would be desirable.

In return, we offer a generous commission and bonus structure, in addition to great working environment and inspiring team. Flexible working time arrangements available to incl. part time; weekend and extended hours on a rota basis.

If you are hungry for success, charismatic, engaging and a driven individual, full of initiative, enthusiasm and "can do" attitude, self-motivated and customer focused then please get in contact and submit your CV.

Requirements

- Proven track record of generating leads and converting into sales within a trade/showroom environment
- Proactively generate opportunities through existing/previous clients or create new opportunities
- Problem solver with ability to deliver alternative, innovative and customer focused solutions
- Excellent sales and negotiation skills & customer service
- Full of initiative, enthusiasm, "can do" attitude and passion for our product range
- Outstanding communicator with professional
- Good understanding of the KBB trade and retail industries, particularly within bathroom or interior design, installation and related fields would be highly desirable.

Responsibilities (Including but not limited to)

- Be the first point of contact for trade customers visiting showrooms, meet walk in traffic and convert into profitable sales
- Develop rapport with trade customers to understand their requirements, style and preference
- Provide support developing new projects' design and assisting in visualising concepts utilising the cutting edge 3D and VR technologies
- Collect customer feedback, drive social media reviews and continually undertake market research for individual and company performance improvement
- Ensure showroom presentation is reflective of the high quality and standards of our product range and design
- Answer all web calls and convert into single or multi-channel sales
- Work in collaboration with the customer service team to understand and pro-actively improve any issues relating to after sale customer experience to drive improvements in our end to end process.

What we offer

- A unique opportunity to make a real difference in the KBB industry
- A fast-paced, creative and fun office environment
- Great opportunities to make the role your own and get involved with exciting projects
- Generous employee benefits package
- Permanent / Full-time
- Location is Brentford (Primary) / Richmond (Secondary)

Salary: Competitive