

Australia Jobs Expertini®

Commercial Sales Consultant

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Company: Spacefurniture

Location: Perth

Category: other-general

Established tastemakers in the architectural and design field. Why work with us?

You will be joining an industry leader in the designer furniture market that not only partners with award winning brands, but prides itself on its people and values their growth and development.

We're a team that is there for each other. By working alongside people you can learn from, you'll grow and develop in a fun, supportive environment. Working with a diverse range of people in an industry facing rapid change, you'll gain real-world experience and grow as a person. The Role This role primary focus in on developing key client relationships and generating leads across the A&D community to exceed your monthly sales target. Key Focus Areas of the role include: Provide a personalised consultation approach to each client to bring their spaces to life.

Provide highest standards of customer service across the client's journey with SPACE, overseeing all touch points of the sales process from quotation to delivery.

Develop your own account sales strategy in line with National sales plan.

Implement strategies to develop client relationships that convert and grow revenue within new & existing client base.

Attend industry and networking events to successfully build your sales pipeline.

Deliver and be accountable for an up-to-date weekly sales leads prospect report to ensure accurate reporting within the business. 1 year commercial sales experience

Passion for Design and Furniture

Qualification in Design/Interior Design (bonus)

Skilled relationship builder

Proficient in MS 365About SPACE

SPACE launched its first showroom in Sydney in 1993, quickly establishing the benchmark for design retailing in Australia. Since then, the company has developed into South-East Asia's largest and most progressive retailer of contemporary design. Today SPACE has five purpose-built showrooms in Sydney, Melbourne, Brisbane, Singapore and Kuala Lumpur, each with architect-designed interior environments that represent the quality and rigor of the furniture collection.

We care deeply about creating a workplace where our team members feel valued, respected and empowered. We are committed to providing equal opportunity regardless of gender identity, ethnicity, disability, sexual orientation or life stage. If you think you have what it takes to be part of the dynamic team in SPACE and to grow with us, write or email us. How to apply: To apply, please submit your curriculum vitae and portfolio (optional, if you have one). We regret only short-listed candidates will be notified. Send your application to: hr@spacefurniture.com.sg#J-18808-Ljbffr

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