

Sales Executive – High End Designer Furniture Solutions – A&D

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Company: Full House Recruitment

Location: Perth

Category: other-general

The Client Our client is an established, distributor and supplier of high-end designer furniture solutions. They are seeking to employ an experienced Trade Sales person to build brand awareness and specify products into Commercial & Residential projects across Perth and WA. The Role Your new role will be based out of their Showroom in Subiaco, however you will spend the majority of your week in front of decision makers in the fit-out process. The role will target Tier 1 & 2 Architects and Interior Designers and will be varied, fast paced and will see you working closely with key decision makers within the interior design and construction community of WA. Supported by an experienced management team, you will be measured against achievable sales targets and budgets, enabling you to be on the road, solution selling a range of high-end loose furniture & interior products. Skills Required We are seeking individuals who can demonstrate the following skills; Previous experience in a High-End Furniture sales role targeting Architects & Interior Designers in WA. Ideally experience selling / specifying high end interior finishes into commercial / residential projects in Perth. Established and strong contacts and relationships with Perth's specifiers and builders. Superb communication, energy, drive, presentation skills and passion for being client facing. Strong team player who is able to work autonomously and who is proactive in their sales approach. The Package The starting base salary is negotiable based on your industry experience – circa \$85-90K NEG. The package will include a Fully Maintained Co Car, tools of trade and a genuine, uncapped commission structure. This is a fantastic opportunity to join a progressive, forward thinking organisation that supplies beautiful, high end interior products. You will be given the opportunity to grow with the company and develop your

career. Interviews to take place shortly with the role to start ASAP.#J-18808-Ljbffr

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