



TOM FAULKNER

Sales & Design Consultant

London - full-time

Tom Faulkner is an award-winning creative business which makes beautiful and distinctive furniture. We have workshops in Wiltshire and showrooms in London and New York. We are also represented in several showrooms in North America and one in Japan.

We sell to individuals and leading interior designers and architects all over the world.

We are looking for someone to join our Sales Team. Someone dynamic and ambitious. Someone with excellent communication and networking skills who relishes new challenges.

This is an exciting opportunity for somebody who wants to get involved in a creative and growing business and who enjoys getting out and about and building relationships. An appreciation for design and interiors, and some experience working within high-end interiors will be helpful.

Principle duties will include:

- Outreach - identifying new opportunities to grow sales and proactively chasing new leads.
- Generating new leads through calling, meetings, networking, showroom events and exhibitions.
- Building and maintaining strong relationships with potential and existing clients
- Representing the company at product launches, events and trade shows
- Communication of new product developments to prospective clients
- Working collaboratively and creatively with the sales team to reach monthly and quarterly targets
- Keeping the sales database accurate and up-to-date at all times

We are ideally looking for somebody with:

- At least 2 year's experience in Sales
- Good communication and negotiation skills
- Lots of energy, a positive attitude and an enthusiasm for selling
- Apple Mac and Microsoft Office proficiency

What we offer:

A dynamic, professional, and fun working environment

Regular team days and events

Private medical insurance

Company pension

Staff discount

Salary dependent on experience + commission

We are committed to creating a diverse working environment, and are proud to be an equal opportunity employer. We want career opportunities to be open to all, and will consider all qualified applicants regardless of race, religion, age or sexual orientation.