



Join our team A+D Sales Executive

A+D Sales Executive (London based): Outline job description

MARK are a fast-growing, design-led British furniture manufacturer whose values and purpose drive our high standards in sustainable production. We are recruiting for a passionate and driven individual to join our team in a sales role at our London showroom.

Why join us? We want to find the right person to join our team who shares our energy and determination to help our brand continue on a high-growth trajectory. As a team we're all motivated by the values under which our company was established to see furniture made responsibly and with purpose. If you believe that furniture plays a key role in shaping great work spaces then we'd be a good match.

In a year of growth and change, 2021 will see us launch our new Do Net Good strategy, and move both our London showroom and Cornwall factory base to new improved sites. Expansion of our sales team is a key element in driving this growth.

This role is key to building on a high level of industry recognition and support for the MARK brand, converting this into sales to meet our growth targets. You will report to, and work closely with the London-based Sales Manager.

Applicants should have a proven track record from within the commercial A+D sector, either with sales experience or from a sales support role - ready to make step up.

Purpose: To drive sales growth in the London A&D sector establishing excellent relationships with practice and through driving the use of our Clerkenwell showroom through:

- Developing relationships through active networking, and visiting practices for meetings and presentations.
- Researching and establishing new relationships with the A+D and D+B community.
- Maximise the showroom opportunity, ensuring it is used on a daily basis and known for its excellent presentation and creative events.
- Support the Sales Manager to identify new opportunities and maximising the MARK content.
- Product training with A+D practices, supporting preparation of specifications to maximise MARK content.
- Produce quotes.
- Engaging with the preparation of sales and marketing material
- Managing a client database and project pipeline
- Upholding the company ethos and brand values with the utmost care and attention
- Closing, checking and processing orders through our in-house systems working with key colleagues Fully engaging in training, including at our Cornwall HQ.
- Preparation for and support at trade shows from time to time for example Clerkenwell Design Week and London Design Festival

Salary: £28,000-32,000 + commission

Location: Gate House, 1 St John's Square, Clerkenwell, EC1M 4DH

How to apply: please send your CV and a covering letter to john@markproduct.com by Monday 2nd August.