



# GREAT DANE

## Interior Sales Consultant

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**POSITION TITLE:** Interior Sales Consultant (Full-time/Part-time)

**REPORTS TO:** Retail Showroom Manager & Interiors Lead (Mentor)

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**POSITION:**

- Based in our showroom, your primary task is to service our Retail customer base looking for private interior consultations and appointments. The role is focused on growing our new, personalised furniture and styling service offered by Great Dane. As the service evolves, it will be incumbent on the role to capture feedback from the customers and market to enhance our proposition. The ability to engage with customer contribution to monthly and yearly sales targets is a key performance measure. The showroom customer experience is a vital part of our success and you need to ensure that this is optimised in a way that meets the individual needs of each of our potential customers.

**KEY RESPONSIBILITIES and OUTCOMES:**

- Identify, respond and optimise all client enquiries across our range in a way that delivers the best possible result for Great Dane and for the customer.
- Facilitate client appointments in showroom or at their residence or virtual appointments. Build and maintain strong client relationships and manage them proactively and efficiently.
- Prepare interior design proposal including mood board, drawings, furnishing plan, choice of materials and fabric qualities in consistent and timely manner.
- Achieving sales budgets and maximising margin in all areas of the Retail business through service excellence.
- Through your own personal passion, ensure your product knowledge is at expert levels.
- Coordination of transportation and installation with the help of well-reputed delivery services, as well as craftsmen where required. Final payment and review, as well as any supplementary interior design details.
- Promote the Great Dane brand first and foremost and educate clients on our manufacturer's brands and manufacturing approach by maximizing the leverage from all promotional tools and activities and sales stories.
- Assist the Showroom Manager and rest of the team with general enquiries and customers.
- Ensure you always follow correct company procedure and work practices.

**WHAT WE NEED FROM YOU:**

- A proven track record in a sales-based position, preferably within the design and/or luxury sector.

- A proven ability to achieve budgets.
- A proactive and results driven attitude.
- The ability to work well with other team members.
- To be passionate, driven and able to work at a fast pace.
- A positive and 'can do' approach to your work.
- To connect with our clients and bring the beauty and quality of Scandinavian designed furniture and lighting to the forefront.
- To seamlessly promote 'the classics' designed by the masters who defined Scandinavian furniture design as well as represent new designers creating groundbreaking icons of today.

**DESIRED SKILLS & EXPERIENCE:**

- Minimum 2 years' experience in a sales position (preferably within the design and luxury sector).
- Background and training in interior design/architecture
- A genuine interest in the value of original design.
- Proactive and results driven attitude.
- Confident in all areas of communication - verbal and written.
- Exceptional presentation and professional manner at all times.
- Ability to multi-task and prioritise all aspects of administration.
- A problem solver who shows initiative every day.
- Ability to create an impact and be a big part of something special.
- Thrives in an entrepreneurial run business.
- Not afraid to take on many varying roles and tasks in your day-to-day duties.
- A contributor who provides feedback and solutions.

**REPORTS:**

- Input to monthly/weekly sales meetings with the rest of the Retail team.