

modus



Modus is a highly respected, award-winning contemporary furniture brand, designing, manufacturing and selling its own ranges for home and commercial use.

Clients include multi national companies, British icons, architects, office and workspace interiors and luxury hotels around the world. We work with some of the world's most renowned designers to produce furniture of an exceptionally high standard in terms of design and quality whilst keeping our footprint as light as possible.

We are an established team of dynamic professionals working in a fast paced, stimulating environment in fabulous, architect designed, custom built offices and production facilities set in one of the most scenic rural locations you could imagine.

We are Hiring

Brand Sales Manager



Job Description

Be responsible for the development and implementation of a brand sales strategy to achieve targeted growth.

Hold managerial responsibilities over the brand sales team and be responsible for the sales department within the wider company management structure. The role demands key account management with both A&D and reseller accounts plus responsibility of optimizing performance of the wider sales team. This role will be based in our London office.



Perks

You will be part of a dynamic, highly-motivated, growing team of individuals working within one of the most highly respected British design brands with an open, progressive and forward looking attitude. You will have access to a fun social calendar, mobile phone, laptop, pension and private healthcare.

Your Role Will Include

- To develop and implement brand sales strategy in order to deliver upon targeted sales growth
- To manage and build first rate sales team
- Developing new business opportunities in London but also throughout the UK
- Key account management
- Regular sales reporting and forecasting
- CRM management
- Supporting and attending business events, trade shows etc
- Arranging and carrying out company and new product presentations to clients/prospects



- Ensuring that all reseller staff are given regular product training
- Manage the liaison and relationship with the head office in terms of sales and order processing

You Need Experience In

- Minimum 5 years' experience in the furniture industry
- Experience of industry sustainability schemes desirable but not essential
- Essential to the role is the ability to identify and execute new business opportunities and to deliver consistent growth
- Proven record on delivering strong sales
- Strong commercial acumen
- Managing sales people
- Knowledge of sales reporting and forecasting models

You Need To Be

- Exceptional communication skills
- Highly motivated
- A client focused attitude with enthusiasm and outgoing personality
- Self-motivated and confident in own ability to perform
- Passionate about the design process and customer service

Interested?

Please send your CV and current salary package to Jobs@modusfurniture.co.uk