SILVERA

JUNIOR SALES AND DESIGN CONSULTANT

Silvera, a French luxury furniture and lifestyle retailer has launched its début UK flagship showroom in the prestigious King's Road in Chelsea and is seeking an experienced multi brand senior sales consultant.

Founded in 1990, Silvera boasts 10 Parisian showrooms and a recently opened London flagship. The 500 m² Chelsea showroom offers a collection of over 500 international designer brands and displays furniture, lighting and rugs for the home and office. It also features a lifestyle concept store offering a curated selection of home and lifestyle accessories, technology, jewellery and gifts. Showcasing world renowned designers, the showroom regularly hosts product launches, trade presentations and design related events.

The ideal candidate will be an enthusiastic and ambitious team player who will have previous sales experience with multi-brand furniture collections and possess a design-related qualification. They will be passionate about design, have outstanding customer service skills and have knowledge of AutoCAD and/or Sketch-up.

KEY RESPONSIBILITIES

- Meet and greet clients in the concept store and furniture showroom
- Assist with client enquiries and process cash and carry sales in the concept store
- Assist with gift wrapping, pricing, visual merchandising of stock and maintenance of the catalogue and sample library
- Support senior sales consultants in developing design proposals for architects, designers and retail clients by way of space planning, furniture and lighting selections, designing bespoke rugs, modular storage and media systems, selecting fabrics, finishes and accessories, preparing quotations and design presentations
- Assist in the execution of showroom refits, sale periods, product launches, exhibitions and designer collaborations
- Build brand loyalty through outstanding customer service

KEY SKILLS AND REQUIREMENTS

- A passion for designer accessories, furniture, interior design and/or architecture and an interest in materials and manufacturing processes
- Design related degree or equivalent
- Outstanding customer service skills
- Optimistic, highly motivated, enthusiastic, creative, detail oriented, sales driven and team oriented
- Proactive and highly organised with the ability to multitask and meet deadlines in a fast paced environment
- Knowledge of AutoCAD and/or Sketch-up
- Excellent written and spoken English is essential, knowledge of French, Italian, Arabic or Russian is a plus
- Excellent presentation and interpersonal skills
- Availability on weekends and Bank Holidays is essential.

Salary based on experience + uncapped team commission scheme

Start date ASAP

Please send CV and portfolio to info@silveraltd.co.uk