



## ACCOUNT & RELATIONSHIP MANAGER - RESIDENTIAL INTERIORS MELBOURNE

---

### About the role

We are seeking a candidate who is passionate about furniture, interior design, sales and relationship building to join our team. The role is a full time position with the opportunity to develop a professional career within the Architectural & Design specification industry. As a market leader within the furniture design industry, you will have the opportunity to work alongside Australia's leading Architects and Interior Designers. The role is fundamentally accountable for providing exceptionally high levels of client service, achieving set sales targets and building strong relationships with new and existing clients within the Commercial & Residential Projects territory.

### About You

- A passion for high end design and the interiors / architecture industry
- 3 – 5 years in a senior sales role
- Charismatic with exceptional verbal and written communication
- Highly organised and self-motivated
- Results orientated and focused
- Able to apply a common sense approach to problem solving and decision making
- Strong commercial acumen

### Primary Responsibilities

- Educating and enlightening our architect and interior design clients
- Establishing and building strong relationships with existing clients and creating new business opportunities
- Maintaining and developing your territory
- Conducting presentations to interior designers and architects
- Actively supporting and promoting Hub's key brands and suppliers

### What we offer

- Competitive pay rates & a second to none commission structure
- Great staff discount across our products
- Recognition and rewards for outstanding performance
- Excellent training and professional development
- A vibrant, fast paced and fun work environment within a supportive team
- Career potential & growth

### About Us

Commitment and passion are important to us at Hub – we truly believe it's our team and our common goals that make us tick and keep us one step ahead. Since opening our first showroom in Melbourne in 2003, the driving force behind Hub Furniture Lighting Living has been to inspire and share beautiful design. We love having a voice in the conversation surrounding design in Australia and internationally. Our dynamic team is filled with talented and driven individuals, each one integral to who we are.

Hub is a privately-owned company with showrooms and offices in Melbourne and Sydney and we are proud to represent the best international brands exclusively in the Australian market. We pride ourselves on spirit and our approachable nature, and are always striving to improve our established benchmarks.

If this is you, apply now by sending your CV and a cover letter to Nathan Bachli, Director, [nbachli@hubfurniture.com.au](mailto:nbachli@hubfurniture.com.au) describing why you think you would be a perfect candidate.