



SHOWROOM MANAGER MELBOURNE

About the role

We are seeking a proven sales leader and performer to help us grow and maintain our loyal client base. A candidate with a proven track record of managing teams, meeting sales targets, building relationships and hungry for new business success built on driving inspiring outcomes will find career satisfaction within this role. This role is a rare opportunity to take a leadership position within an established retail territory where you will be representing the very best brands in designer furniture, including Moroso, Molteni & C, Lowe Furniture and MDF Italia.

As a market leader within the furniture design industry you will have the opportunity to work alongside Australia's leading Architects and Interior Designers.

Primary Responsibilities

- Align high-end design solutions to our clients' needs including budget, design brief and lead time.
- The ability to work autonomously and take initiative.
- Greeting, assisting and inspiring our Retail clients.
- Establishing and building strong relationships with existing clients and create new business opportunities.
- Own all Retail Accounts and manage the sales process end to end.
- To achieve/exceed annual sales targets by thoroughly qualifying all leads and sales opportunities and to leverage business from new and established relationships.
- Play a key role in driving strategic initiatives into the targeted territory accounts.
- Preparing design drawings, client presentations and pricing information.
- Actively support and promote Hub's key brands and suppliers

About You

- At least 5 years sales management experience.
- Previous experience selling complex design solutions or architectural products.
- Strong direct sales experience.
- Ability to manage a wider eco-system of clients, staff and partners.
- Consistent over-achievement of sales targets.
- Successful history of creating new business sales is a must.
- Proven track record with relevant customer relationships.
- Proven ability to manage complex and commercial processes.
- Exceptional verbal and written communication.
- Highly organised and self-motivated.
- Able to apply a common-sense commercial approach to problem solving.
- Exceptional attention to detail.
- Must have the right to live and work in Australia.

What we offer

- A Competitive pay rates and commission structure.
- Generous staff discount across our unrivalled stable of products.
- Recognition and rewards for outstanding performance.
- A vibrant, fast-paced and fun work environment within a supportive, close-knit team.
- Excellent training and personal and professional development.

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 describing why you think you would be a perfect candidate.