



Showroom Manager, Melbourne

About Hub

At Hub Furniture, we believe creating a story between architecture, interiors and furnishings results in something very special.

With an emphasis on original, thoughtful design and uncompromising quality, Hub connects the imaginative with the practical, resulting in a curated mix of the world's best furniture, lighting, and living.

About the role

Hub Furniture Lighting Living is looking for an experienced, motivated, and performance-oriented Showroom Manager to join our Melbourne team.

You will play a vital role in an exciting growth journey and be responsible for several priority clients and leading a small team in a fast paced work environment.

Working Tuesday - Saturday, you will have an eye for detail and responsible for the management of sales through to delivery.

Tasks and responsibilities include but are not limited to:

- Achieving monthly sales targets and deliver top-line growth
- Build, maintain and grow client relationships with sole trading designers and retail sales
- Map, execute and report on market-specific strategies
- Host training sessions and team building exercises
- Develop, identify, and evaluate new business opportunities
- Liaison with national sales teams, suppliers and partners
- Ensure all required activity is logged in Salesforce our CMS system
- Maintain a creative approach to showroom visual merchandising

The ideal candidate will have:

- +2 years of experience in either the retail, design or furniture industry
- Experience working with or leading a small team retail team.
- International knowledge about furniture and design industries
- Strong communication skills and team player attitude
- Self-motivated, pro-active, solution and detail-oriented
- High proficiency in critical thinking and problem solving
- Proficiency in Excel and Salesforce is desirable
- Bachelor level education is preferred, but not a requirement.

What Hub Offers:

- Competitive base salary and OTE (On-Target-Earnings) commissions
- Opportunities to learn and develop your skills and career, where you will play a key role in the exciting growth journey of Hub Furniture.
- An atmosphere with rich opportunities to have influence on decision-making.
- An inspiring and always evolving workspace.
- Excellent training and professional development.
- Career potential and growth.

Apply

Apply now by sending your CV and cover letter to Ben Esakoff besakoff@hubfurniture.com.au