



BUSINESS DEVELOPMENT MANAGER SYDNEY

We are seeking a candidate who is passionate about furniture, interior design and the highest levels of customer service to join our vibrant and supportive team. The role is a full time position with the opportunity to develop a professional career within the Architectural & Design 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.

About the role

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.

Desired skills & experience

The successful candidate will be accomplished in the following areas:

- 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
- Desire to provide exceptional client service
- 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

Hub Furniture Lighting Living is a privately owned family company with showrooms and offices in Melbourne & Sydney. We are proud to represent the very best international brands exclusively in the Australian market. We offer high-end products in furniture, lighting, flooring and accessories including art and sculptural objects. We are recognised for our friendly and approachable staff and for providing a retail environment that is welcoming and creative. Our position in the market is at the highest level and our team is expected to strive to always improve our benchmarks.

If this is you, apply now by sending your CV and one paragraph as to why you think you would be a perfect candidate to careers@hubfurniture.com.au

www.hubfurniture.com.au