



## VACANCY

**Sales Representative - £18,000 – £20,000**

Hill Cross Furniture is an international market leading business supplying contract furniture to the leisure, hospitality and healthcare sectors. Based in North Yorkshire, DL7 0HL, we supply an unparalleled product range across the globe. Over the last 19 years we have acquired an impressive international client base from world-renowned brands. Clients include Nandos, Wagamama, Pizza Express and D&D to name but a few.

Are you enthusiastic, self-motivated and looking for a challenge? Do you possess high energy and have the potential to develop and grow as a professional? Are you looking to work within a business that is expanding then this could be for you.....

Whilst initially you will be office based you need to be open minded and happy to travel to meet clients where necessary.

### **Main Duties and Responsibilities working within a team will be to**

- Answer and qualify incoming calls from a wide variety of designers and end-clients.
- Work alongside the Project Co-ordinator to help maintain on-going relationships with existing customers and develop ways to increase customer service and profitability on these accounts.
- Work alongside Business Development Manager to generate sales leads, spending time out of the office on occasions assisting with lunch and learn presentations at various locations throughout the UK.
- Assist in liaising with a wide variety of end-clients to compile detailed quotations utilising the Hill Cross bespoke database. These may be of a standard or bespoke product nature, keeping to the set out process.
- Carry out quotation and delivery follow-up calls on request, tracking and recording progress in conjunction with Business Development Manager to ensure accurate sales pipeline.
- Work closely with Marketing Team to provide feedback on popular trends from enquires received and feedback from designers.
- Assist with organising and attending networking events.
- Ensure social media presence, making contacts, researching competitors and potential new clients, sharing company marketing material.
- Organise physical samples (wood stains, fabric samples and chairs) from various suppliers.

The ideal candidate will be naturally organised, possess strong written and verbal communication skills, as well as previous experience in calling businesses and attending networking events. Self interest in design and interiors would be advantageous.

To apply please call Kellette Matthewman on 07500 965767 and email a copy of your CV to [kellette.matthewman@hillcrossfurniture.co.uk](mailto:kellette.matthewman@hillcrossfurniture.co.uk)