



P E T E R P A G E

**TRADE SALES ACCOUNT MANAGER  
JOB SPECIFICATION**

Peter Page launched in 2022 and is an exciting development in the world of luxury carpets and rugs. After an exceptional first year, we are seeking full-time Trade account managers to join our small team.

We honour the tradition of the craft, combining a passion for timeless design with more experimental modern techniques. From hand-knotted, hand-loomed and hand tufted to machine made we offer an extensive selection of rugs and carpets. We have one established showroom in Chelsea Wharf on Lots Road; a beautiful light-filled space full of little gems, with something to tick every aesthetic or material box, and if we don't have it, we can make it for our clients. Our second showroom in the next-door unit, offering stock rugs and exceptional one-off pieces, is opening in April.

We are a trade-only supplier looking for committed sales team members to generate new business and support our extensive bank of existing clients. You will be working alongside other members of our small, friendly and passionate team and will have the opportunity to contribute to product development and innovation.

**Responsibilities:**

- To both actively search out and generate new trade accounts and service the existing client base of interior designers, with a goal of meeting and exceeding sales targets based on an annual sales plan
- To set out personal sales plans and implement strategies to achieve personal goals within this role, focusing on both business development and customer retention through excellent relationships. This includes creating a local area business plan with targeted



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lists of architectural / design practices in London (existing, lead-sourced and cross-pollinated) and results should be reported monthly

- To work collaboratively with the Peter Page team, clients and our installers to provide a superior, personal and complete service through early project advice to design and installation
- Liaising with our suppliers to ensure client's requirements can be met and expectations are exceeded
- Present new collections to clients in the showroom and in their offices
- To partake in networking opportunities to represent the brand and build business networks
- Identify and report trends and evolutions in the market, both technical and aesthetical, including competitor and consumer insight monitoring and Market Research
- Complaint management (follow-up, win-win solution)
- Alongside other team members, contribute to the day to day upkeep and merchandising of the two showrooms in Chelsea Wharf
- Responsible for own administration

### **Skills and Experience:**

- 3-5 years' experience in Interior retail working with Trade (and retail) clients within the interior product, fabric or furnishing world, ideally providing your own 'little black book' of established clients
- A good team player who is able to work well alongside other salespeople and motivate and encourage others in a fast-paced environment
- Ambitious, organised, self-motivated and target driven - eager to generate new business and sustain growth for the company
- Highly customer-focused with a proven ability to build and sustain effective long-term customer relationships



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- An excellent communicator who is confident in meeting and presenting to designers. Effectively discussing their needs, interpreting and delivering their brief and navigating any potential pitfalls
- Ability to work autonomously and travel to client offices and studios
- Proficient at MS Office, particularly Excel, and reading and understanding CAD drawings and plans could be useful but not essential
- Eloquent and fluent in both written and spoken English
- Current right to work in the UK essential

**Salary: Competitive depending on experience. Basic salary + generous commission.**

**Place of work:** This full-time role would be based in our showroom in Chelsea Wharf. Some UK travel will be required to see clients and visit jobs during installation. Office hours are 9am – 5.30pm Monday to Friday

**Benefits:**

- Company pension
- 20 days holiday (the showroom is closed between Christmas and New Year accounted for as additional holiday)
- Social and team-oriented environment in a creative and energetic studio which is both well-placed and respected within the industry
- Excellent location in London's design district with regular travel to meetings
- Career progression opportunities and opportunities to develop the role to suit personal way of working

**To Apply: Email [hello@peterpage.com](mailto:hello@peterpage.com) with your CV and any other relevant information and we will be in touch.**