

# CLAY & ROCK

## Design and Sales Consultant – London Showroom

### Package

- **Basic Salary:** £32,000
- **OTE:** £37,000

### About Us

Join Clay and Rock, part of the Original Style Group, a trusted name in premium tiles and decorative surfaces. Known for our stunning products and commitment to exceptional service, we're passionate about creating beautiful spaces for our clients.

We're seeking a Senior Design and Sales Consultant to be a key player in our New London showroom on the Kings Road. In this role, you'll combine your design expertise with your ability to deliver outstanding customer service, guiding clients from concept to completion. This is an exciting opportunity to showcase your skills and make an impact in a luxury retail environment.

If you're driven by sales success, love design, and thrive on building relationships, we'd love to hear from you!

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### Key Responsibilities

#### 1. Sales and Customer Relationships

- Act as the primary point of contact for clients, including homeowners, designers, and trade professionals.
- Build strong, lasting relationships, offering tailored product recommendations to suit individual needs.
- Confidently sell both standard and bespoke products, ensuring clients' projects are executed to perfection.
- Conduct site visits consultations as needed to better understand client requirements.
- Become an expert in our manufactured materials, including the production processes, available modifications, and bespoke capabilities, to confidently advise and inspire clients.

#### 2. Design Expertise

- Offer professional design advice, helping clients bring their visions to life.
- Stay aware of market trends and contribute ideas to improve sales and customer experience.

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### 3. Showroom Operations

- Maintain the showroom's impeccable presentation and visual standards to create an inspiring space.
  - Ensure all processes align with company standards and procedures.
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### Requirements

- Proven experience in a design-focused sales environment, ideally in tiles, interior design, or high-end home goods.
  - Strong sales acumen, with a demonstrated ability to drive revenue through excellent customer service and relationship-building.
  - A keen eye for design and understanding of how to translate client visions into actionable plans.
  - Experience identifying, engaging, and converting new customers, ensuring a seamless journey from inquiry to purchase.
  - Self-motivated, with the ability to thrive in a fast-paced, customer-focused environment.
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### Why Join Us?

By joining Clay and Rock, you'll be part of a friendly, creative team dedicated to delivering exceptional design and service. Alongside working with beautiful products and inspiring clients, you'll enjoy:

- Competitive Salary and Lucrative Commission Scheme
- Company Pension Plan
- Ongoing Training and Development
- Recognition for Long Service
- Employee Discounts

Ready to make an impact? Apply today to join our team of design and sales experts!