

# CLAY & ROCK



## JOB DESCRIPTION

We have an exciting opportunity for a well-presented, friendly and trustworthy sales person to work in our inspiring, design-led tile showrooms based at our Southampton or Bournemouth Showrooms and also providing cover at our Salisbury and Andover Showrooms. Our showrooms offer a wealth of ideas regarding how to use our beautiful tiles to create a truly stunning room. As a Company we believe our sales team are passionate about our brand and they create a fantastic shopping experience for our customers by focusing on combining expert knowledge with a welcoming and helpful approach.

We are looking for someone who is a natural sales person and communicator with an outgoing, enthusiastic and confident personality together with possessing a strong interior design background. The successful candidate will demonstrate that they are able to work on their own initiative and also as part of a team.

**JOB TITLE:** REGIONAL RETAIL SALES CONSULTANT

**DEPARTMENT:** RETAIL

**BASED:** IDEALLY SOUTHAMPTON OR BOURNEMOUTH AND PROVIDING COVER FOR SALISBURY AND ANDOVER

**REPORTS TO:** PRIMARY: RETAIL OPERATIONS MANAGER  
SECONDARY: RETAIL MANAGER

### PURPOSE OF THE ROLE

Part of the Retail Team, the incumbent is responsible for providing knowledgeable help and advice to customers in a professional, personalised and friendly manner in addition to actively selling our extensive portfolio of premium tiles to trade and retail customers across multiple Showrooms.

### MAIN RESPONSIBILITIES

- Key holder – opening and closing the showrooms.
- Greet customers in a confident and proactive way and ascertain what each customer wants or needs, without being overbearing.
- Complete a sale efficiently, being able to accurately handle money, credit card transactions etc. and provide the customer and the company with the necessary paperwork associated with the sale.
- Use initiative to upsell where appropriate.
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Continually learn about the product ranges.
- Maintain records related to sales.
- Watch for and recognise security risks and thefts and know how to prevent or handle these situations.

- Answer questions regarding the showroom and its merchandise.
- Describe the range of products and explain the use, operation, and care of them to customers.
- Take delivery of stock from the main warehouse and showroom appropriately.
- With the help of the rest of the team, ensure good housekeeping is maintained – a clean and tidy showroom is essential.
- Assisting with showroom paperwork.
- Inventory stock.
- Assist with the loading, transporting and delivery of goods to customers in a timely, safe and polite manner.
- Assist with the maintenance of an organised, efficient sample room and warehouse. Ensuring all products and orders are accurately labelled.
- Assist with the unloading and organising of internal and external deliveries.

#### **HEALTH AND SAFETY**

- Endorse and promote a positive and conscious health and safety culture within the Company. Ensure always take reasonable care of their own health and safety and that of others who may be affected by their acts or omissions.
- Ensure compliance with all health and safety, quality and human resource policies and procedures of Original Style.

These are the main functions of the job but the incumbent may be required to carry out other duties as may be reasonably required to meet the demands of the business.

#### **PERSON SPECIFICATION**

To succeed in this role the person needs to:

- Customer focused.
- Responsible.
- Reliable and trustworthy.
- A good communicator.
- Well-presented and confident.
- Aware of health and safety legislation.
- Approachable, friendly and polite.
- A problem solver.
- Articulate.
- Numerate and accurate.
- Computer literate.
- Organised.
- Able to take instruction.
- Capable of implementing decisions.
- Knowledgeable of the industry and able to learn.
- Able to lift product.
- Enthusiastic for change and new ideas.
- Be knowledgeable in aspects of DIY (willing to learn technical aspects).

Experience in the home improvements sector is desirable.

A full (ideally clean) driving licence would be an advantage.

## **REMUNERATION AND BENEFITS**

We offer a competitive salary and benefits including a contributory pension scheme, holiday increasing to 26 days with service plus public holidays, staff discounts and Medicash Healthcare Cashplan (including shopping, travel and gym discounts). In addition there is structured training and the potential for career progression within our growing dynamic Company.

## **LOCATIONS**

**Bournemouth:** 520, Wallisdown Road, Bournemouth, Dorset, BH11 8QE.

**Southampton:** Millbrook Trading Estate, Third Avenue, Southampton, Hampshire, SO15 0LE.

**Salisbury:** Stephenson Road, Churchfields Industrial Estate, Salisbury, Wiltshire, SP2 7NP.

**Andover:** Mylen Business Centre, Mylen Road, Andover, Hampshire, SP10 3HD.

## **BACKGROUND INFORMATION ON ORIGINAL STYLE LIMITED**

Please refer to the following websites: <http://www.originalstyle.com>  
<https://www.clayandrock.co.uk>  
<http://www.designworkstiles.com>  
<https://www.countytilewarehouse.co.uk>

Original Style is one of the U.K.'s leading manufacturers, importers and distributors with an extensive portfolio of high quality ceramic, porcelain, glass mosaic and stone tiles. The Company has been producing high quality tiles in our factory in Exeter, Devon, since 1986 and we offer a wide range of products - from contemporary large format wall and floor tiles to hand-finished glazed tiles designed in-house. Tiles are our craft and we are committed to manufacturing using traditional techniques teamed with state of the art technologies. We also source original and innovative tiles for our collections from across the globe, such as our unique glass products and mosaics, enriching our collections for a truly versatile choice. The key to our success is the experience of our highly skilled designers and craftspeople, showroom experts, customer service and all the support functions who make it a priority to ensure customer experience excellence throughout each stage of their journey with us.

With circa 190 employees, 14 tile showrooms and a global network of retailers, Original Style is committed to continuous development as an industry leader. We have recently rebranded the majority of our retail showrooms to Clay & Rock, aiming to provide a premium retail experience. With continuous growth and products available in over 60 countries and over 2,000 retail outlets worldwide there's never been a more exciting time to join Original Style. Your growth is equally important to us – we will support you to reach your full potential and achieve your personal development goals.

## **HOW TO APPLY**

Applicants should send their CV and a cover letter (including current salary and salary expectations) to Diane Smith, Human Resources Manager, by email to [dsmith@originalstyle.com](mailto:dsmith@originalstyle.com).