

Showroom Manager & Sales Support

Are you a motivated and experienced Showroom Manager or have a passion for sales and are in search of your next challenge?

Our Auckland Showroom Manager will be responsible for managing our Eden Terrace Showroom and supporting our F2F sales and business development team. Building relationships primarily with architects and designers, join a company with a legitimate point of difference and NZ made furniture solutions that our clients are exceptionally receptive to.

Role Highlights:

- Work for a family business with over 25 years experience in furniture manufacturing
- Work for a fast growing company with a legitimate point of difference
- Working in the design and interiors industry
- Be a part of exciting architectural and interior design projects across NZ
- Excellent working environment based out of our Eden Terrace Showroom

Responsibilities include:

- Manage showroom and all day to day activities and maintenance
- Coordinate showroom appointments
- Qualify walk-in sales enquiries and help find solutions for walk in clients
- Organise catering for appointments and events
- Maintain relationships with clients by providing support, information, and guidance
- Business development, researching and recommending new opportunities
- Prepare and deliver appropriate client presentations
- Provide support to Sales Executives and Business development team
- Prepare quotes, arrange appointments and general administration support to Sales Executives
- Manage own sales pipeline and develop into sales superstar

The successful applicant will:

- Have proven experience selling to the interior fitout/specifier market
- Be diligent and organised and maintain a A-grade showroom
- Be a fast learner with a passion for sales
- Enjoy working with clients to find superior furniture solutions
- Have excellent communication and interpersonal skills
- Have a passion for working in a design led customer centric environment

If you have an interest in this role and possess the attributes mentioned above, then do not hesitate to apply - we offer excellent working conditions where you can be part of a progressive and positive team.