



TEXTILE COMPANY SEEKS DIRECTOR OF SALES

Growing luxury textile company in the interior design trade seeks a Director of Sales.

JOB DESCRIPTION

We're looking for a detail-oriented, results-driven, self-starter to oversee our client account/sales team, showroom partner relationships and direct sales. This person will:

- Provide day-to-day management of sales team
- Build strong relationships with showroom accounts and other partners
- Develop and implement annual sales strategy
- Design and deliver product training to showroom account partners
- Travel to account calls and accompany showroom partners on sales calls
- Coach team members in account management and sales approach
- Support all steps of the sales process from initiation to close
- Prospect and outreach to potential new clients
- Understand our brand story and embody it in relationships with account partners
- Generate weekly, monthly and quarterly sales metrics; document key insights and use themes to coach account partners on sales opportunities
- Coordinate with marketing and production teams on an ongoing basis
- Attend and staff trade shows, events and represent brand at industry events
- Manage customer relationship management approach
- Ongoing engagement with interior design community

PREFERRED QUALIFICATIONS

- Minimum 5-8 years of sales and/or account management experience
- Minimum 3 years of managing people
- Keen interest and/or prior experience in interior design community
- Excellent communication and organization skills
- Professional demeanor through all forms of communication
- Willingness to travel
- Ability to collaborate – we like teamwork

Please email cover letters and resumes as PDFs to jobs@zakandfox.com. Phone calls will not be accepted.

