



VACANCY

Job Role: Specification Sales Manager (Furniture – UK)
Additional Information: Salaried Position, 32 days' annual leave

Do you have experience working within the furniture industry and/or specifying high end fabrics/leathers within the creative industries?

Are you looking for a challenging new role that will allow you to develop and grow your skill set within a world class global organisation? If so, then please read on...

Muirhead are looking to appoint a Sales Manager whose role will be to represent and grow the business within the UK, focusing on the furniture/interior specification markets.

If successful in this role, you will develop and manage existing and new routes to market in all related upholstery and leather goods industries with the aim of increasing project specifications, the number of manufacturers using Muirhead's world leading products and ultimately growth in both revenue and profitability. The ideal candidate will be results orientated, with drive and energy, and will be able to demonstrate exceptional communications skills and leadership behaviors in order to influence, win business and provide an exceptional service to our customers.

Key Activities:

- Work across functions to ensure Furniture/Specification Sales enhance overall profitability.
- Deliver on annual sales forecasts.
- Assist in supporting domestic/international exhibitions and trade shows.
- Assist in product development and marketing based on existing market intelligence and future market research.
- Assist in progressing succession plan for Furniture/Specification Sales department.
- Continually improve relationships with key internal and external stakeholders, manufacturers and creative communities.

Skills, Experience and Qualifications:

- Experience within the furniture industry would be advantageous.
- Experience of specifying high end fabrics through creative A&D communities would be beneficial.
- Results orientated – focus upon the drivers that affect results.
- Problem solving – seeks valid information in order to solve and eliminate root causes.
- Customer service – behaviours and actions displayed and communicated show the customer comes first, and continually seeking internal and external customer feedback.
- Strong business acumen with the ability to pro-actively manage a set geographical area, target and pipeline.

IF YOU WISH TO BE CONSIDERED FOR THIS ROLE, PLEASE EMAIL YOUR CV AND COVERING LETTER TO HR@SCOTTISHLEATHERGROUP.COM

Closing date for applications 17th February 2019