



Sales – Southern Europe

Ochre is a British based furniture, lighting and accessory design company with showrooms in London and New York, and with a closely-knit team of eighteen in each location. Founded in 1996, Ochre works closely with reputable interior designers and architects all over the world to assist in creating warm, luxurious and elegant interiors. All Ochre products are manufactured by master craftspeople, and Ochre's calm individuality is expressed using complementary natural materials to make each piece truly unique and timeless.

We are looking for a part-time experienced Sales Representative to significantly grow our sales in southern Europe. As an Italian or Spanish native speaking sales specialist, you will be expected to regularly travel to countries within your territory to service existing clients' requirements, as well as cultivate new sales opportunities.

Key Responsibilities:

- Define, implement, and manage a business development strategy for products to be sold within the territory of south Europe including Italy, Spain, Portugal, Malta, Turkey & Cyprus
- Achieve ambitious monthly sales targets through proactive selling
- Identify sales opportunities, set up meetings and present Ochre products and services to clients
- Generate sales quotations and provide all technical and pricing information to clients
- Attend and follow up on European trade show leads and sales opportunities
- Build and maintain excellent working relationships with all clientele, and communicate new products and developments to them
- Provide management with periodic feedback through weekly reporting
- Ensure the CRM client list for this territory is kept up to date on a regular basis

Qualifications & Qualities:

- A minimum of three years' experience working in the luxury sales market
- Fluency in English and/or Italian and/or Spanish would be preferred
- Competent user of Microsoft 365 – especially Excel, Sage/CRM and Mailchimp
- Strong business sense – motivated by target achievement
- Enjoy international travel
- Positive attitude and work well in a small team as well as autonomously
- Excellent client facing and presentation skills
- Financial planning and reporting analysis
- Strategy development
- Marketing awareness and application
- Persuasive and with strong negotiation skills
- Initiative

A competitive salary, commission, and discretionary bonus will be offered to the right candidate.

Please send your application with a covering letter to: careers@ochre.net