



## JOB DESCRIPTION

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| <b>Job Title:</b><br>Showroom Manager       | <b>Function:</b><br>UAE Sales Manager |
| <b>Reports To:</b><br>Business Manager, UAE | <b>Job Holder:</b><br>DUBAI           |

### BACKGROUND:

The Odd Piece/The Rug Company in Dubai is a high level Interior design one stop shop for Rugs, Furniture, Lighting and Home Accessories. We recently opened a beautiful showroom combining the Odd Piece and The Rug Company under one roof. We are located in the buzzing Arts & Design district of Al Serkal Avenue in Al Quoz. The Rug Company designs and makes the some of the most stunning and modern-classic high quality rugs in the world. The Odd Piece is the only vintage furniture and lighting concept in the UAE where one can also find modern pieces and home accessories. We are looking to add a highly motivated team player to lead the sales team in Dubai in the position of Showroom Manager. It will be a fun and rewarding role involving clients, sales, Business development, product and design aspects of the job.

### COMMERCIAL AWARENESS:

- Develop client relations to sell both the Rug Company and Odd Piece products.
- Develop B2B relationships with Interior Designers, Architects and FF&E organizations.
- Organize Company presence in Exhibitions and Trade Shows
- Visit Client houses & locations and help them to choose the right products for their homes
- Coach and mentor the sales team to enhance their knowledge and expertise, and achieve sales targets and then further improve their sales results
- Manage Stock levels and Product order & sales cycles

### BRAND AWARENESS:

- Deliver a world-class consultative selling experience to all our customers.
- Execution of local initiatives that maximise commercial opportunities, ensuring that they are consistent with our brands.

- Ensure that all business decisions made are in line with our brand message.
- Recognise and build links with other brands that can drive the store forward.

**RETAIL STANDARDS:**

- Maintain operational standards in line with company policies and procedures.
- Responsible for the tidiness and cleanliness of the showroom and any storage areas.
- Ensure that all merchandising standards are maintained in accordance with company guidelines and that the showroom is appropriately and regularly merchandised to a high standard.
- Ensure all products are neatly ticketed and priced correctly.
- Ensure that adequate stocks of retail supplies and consumables are maintained.
- Maintain accurate and up to date customer records using the company's business systems.

**REQUIREMENTS:**

- At least 3 years' experience in management in a luxury retail setting, with a focus on sales, preferably in the furniture/rugs/interior design industries.
- UAE driving license.
- Flexible, proactive and passionate about design and sales.
- Fluent written and spoken English, with foreign languages a plus.
- Excellent 'people' skills and communication.
- This is a full-time position.