

Outside Sales Manager, US
New York, Remote, with regular travel across the US and to the UK.
\$65 -85k basic with commission and uncapped OTE

David Harber Ltd are multi-award-winning, internationally renowned designers of luxurious, sculptures, sundials and water features whose works have graced some of the world's most prestigious addresses.

Each artwork is hand crafted at our design studio and workshop in Oxfordshire, England. As a family-owned business, we are an established team, where every individual plays their part offering the very best service to our highly affluent audience of private customers as well as interior and landscape designers, art consultants and property developers throughout the world.

We are delighted to be recruiting a highly motivated sales and relationship-driven individual. Based in New York, with travel reaching across the US, you will be our first US based outside sales representative. Your mandate will be to cultivate new business and act as an evangelist to build relationships with key clients and industry influencers, within the Architect and Design Community.

Key Responsibilities

- To further establish the brand in the US market and to develop and execute strategies to grow our offering in the tri-state area and the wider US market.
- Identify and secure new opportunities inline with KPIs, targets and wider business goals.
- Deliver polished and engaging sales presentations both virtually and in person, tailored to the needs of potential and existing design clients.
- Build and maintain relationships with the design community to allow for networking and wider brand opportunities.
- Seek new events/shows that build partnerships and commercial opportunities through innovative ways to share our brand.
- Uphold and drive the David Harber values across all activities with internal teams and external initiatives.

Candidate Specification

- ✓ 5+ years of sales experience in luxury design industry, with an extensive personal book of contacts in the industry
- ✓ Previous experience in a self managing, self motivated role. You are a seasoned sales professional and you have a solid background in generating sales from new business development activity with new customers within the design industry.
- ✓ Superior written and verbal communication skills, capable of presenting ideas clearly and persuasively.
- ✓ Working knowledge of the design industry and a passion for building strong professional relationships, as well as have a proven track records in securing new orders.
- ✓ Ability to work remotely from a home office suitable for video calls, along with travel requirements for client meetings and industry events.
- ✓ Valid Driving license essential

Travel Requirements

As part of your willingness to represent David Harber at design and client events throughout the USA you will be required to travel extensively both locally and natioanally.

You will also be required to travel quarterly to David Harber Headquarters in the UK and be willing to spend a minimum of a month in the UK for initial onboarding and induction to the brand.

This role is available immediately, initial interviews will be online and then face to face in New York.

Reward

David Harber Ltd are UK based, family owned, sociable company. We offer a competitive salary and commission along with an extensive benefits package.

Please email any questions, your covering letter and CV to recruitment@davidharber.com – please state your salary expectations and current notice period in your covering letter.