

Showroom Consultant & Inside Sales Representative – UK

Job Summary

Department: Sales Europe

Location: London Showroom at 21 Whitefriars Street, London EC4Y 8JJ

Reports to: Sales Manager – UK, Inside Sales Manager - Europe

The Showroom Consultant & Inside Sales Representative – Leyard UK engages prospective channel partners, consultants, integrators, end-users, and other key influencers and decision-makers that have interest in Leyard LED products, to visit their new London showroom. This is a combined role that includes supporting the existing team in welcoming these partners into a warm, friendly and constructive demonstration environment, whilst also having a responsibility to support the inside sales managers, in the back office administration support.

Main tasks and responsibilities:

As a Showroom Consultant:

- Welcome, register and guide customers and clients in the showroom
- Demonstrate and explain Leyard products
- Network with partners
- Tracking customers and partners using company's software
- Ensure that presentation of the showroom is first class

As an Inside Sales Representative:

- Create quotes for the company's clients
- Process clients' data in the ERP system
- Coordinate responses to private and public tenders
- Collaborate and facilitate the work of field sales managers
- Work with other departments upon receipt of the order

Personal requirements:

- English language – native speaker or a high proficiency level
- Relevant education related to sales, business, administration, or a technical field
- Interest in technology, ability to learn and interpret product specifications
- Technology sales experience is an advantage
- Very good communication skills are of high importance
- Business-oriented mindset and work precision
- Superb administration and follow-up skills
- Ability to handle very dynamic and fast work
- May need to work overtime or odd hours occasionally if necessary

If you are interested in applying for this position, please send your CV and cover letter to hremea@leyardgroup.com.