

COACH HOUSE

Job Title: Business Development Executive - Ecommerce

Salary: Competitive salary

Job Type: Full Time based at Coach House HQ – Lancashire

Hours of work: 9.00am till 5.00pm, Monday to Friday, 37 ½ hours per week.

Coach House is an established family business and the UK's largest wholesaler of furniture and design led accessories. We believe that this is what makes Coach House an inspiring company to work for. Through continued growth a fantastic opportunity has arisen for an experienced Business Development Executive to manage and develop our diverse ecommerce customer base, reporting directly to the company Sales Director.

www.coachhouse.com

Job Role:

An opportunity to positively represent the company by building and developing relationships within an already established client base and with prospective accounts.

The role requires a high degree of commercial awareness and will involve day-to-day remote and face-to-face communications with ecommerce businesses, retailers, interior designers, and other trade-only accounts with the view to managing and developing the ecommerce customers account base and maximize all sales opportunities. The ability to positively engage with customers within this interior design-led market is essential. Within the role is opportunity for UK travel to industry trade shows and events.

Essential Skills:

- Experience of working in a Business-to-Business environment.
- Educated to degree level, ideally within the interior design or design sector.
- Commercial awareness.
- Excellent verbal and written communication skills.
- A high level of attention to detail.
- Time management and prioritisation skills.
- Ability to work well under pressure and to act pro-actively and intuitively.
- Strong interpersonal skills.
- Drive and ambition with the desire to succeed.
- Full, preferably clean, UK driving licence.

In Return:

- A competitive salary
- Full Bespoke Training
- An iPhone
- Pension
- Cash Back – Health Care Benefit
- Staff Discount

To apply for this role please send your CV and a covering letter to HR@coachhouse.com